SEPTEMBER 3, 1973

Commerce Today

Coming Developments in Business and Technology

Industry Leads U.S. To Metric

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Newsmemo

U.S. industry can be the ultimate beneficiary of tests being made by Commerce scientists on brittle materials--turbine blades, space ship windows, even soft drink bottles. In the labs at the National Bureau of Standards crack growth in ceramic pieces due to applied load, atmospheric moisture, etc., is being carefully assessed. Resulting data have already been used in acceptance tests for the Skylab space laboratory and for porcelain electrical suspension insulators. Data are also being collected for the glass to be used in NASA's Space Shuttle and for ceramic materials to be used as gas turbine components, such as silicon nitride and silicon carbide.

Effective international product and service standards can have a tremendous effect on world trade. This will be spelled out this month as a U.S. body plays host to the 9th triennial meeting of the International Organization for Standardization. The U.S. affiliate, the American National Standards Institute, has set the open sessions at the Commerce Department auditorium in Washington. Speakers will explore the impact of standards on exports, imports, trade negotiations, regional standards, and the operations of multinational companies.

Applicants from the international business field have important advantages at upcoming exams for U.S. Economic and Commercial Officers. There are no language or educational requirements; a background in international activity is definitely a plus. The State Department will hold its next Foreign Service Examination in this career field in 240 places on Dec. 8. Citizens 21 and over may apply by writing: Board of Examiners, U.S. Department of State, Room 7207, Washington D.C., 20520. Starting salaries range from $9,500 to $13,300 plus overseas bonuses.

Discoveries of rich lodes of ore in the mid-Atlantic indicate that mining the ocean bottom for strategic materials is a pattern of the future. Scientists are now following up a sample of unusually pure manganese that points to a rich deposit, about halfway between the U.S. and the northwest coast of Africa. A Commerce geophysicist, Dr. Peter A. Rona, sees the deposit as a result of hot liquids carrying dissolved metals through openings in rocks and thus leaving concentrations of metallic minerals on the ocean floor. The site, a median valley of a mid-oceanic ridge, is significant because it links metals to the current process of seafloor spreading in the mid-oceanic ridge areas.

Lessons learned in the 1972 storm Agnes may bring a new plan of improved disaster warnings on the Federal level. All U.S. agencies concerned with public warnings and preparedness for hurricanes, tornadoes, earthquakes, fire weather, severe winter weather, etc., will be involved. Use of weather satellites and weather radar is included in this "Federal Plan for Natural Disaster Warning and Preparedness" that responds to President Nixon's 1972 message to Congress on disaster preparedness. Funds needed to bring this plan into reality are part of a proposed 1974 budget not yet given legislative approval.

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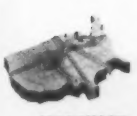
COVER: *Tying up the United States into a neat metric package may be somewhere down the road once the Congress decides the issue of metric conversion. Meanwhile industry is going ahead with gradual metrication so as to be more in line with foreign markets. The U.S. is the last major industrial power to consider the change to metric.* *Story on Page 4.*



ECONOMIC
HIGHLIGHTS

Timing Of Consumer Purchases Appears To Be Influenced By Inflation, Controls

Economic Highlights is prepared by Dr. Sidney L. Jones, Assistant Secretary of Commerce for Economic Affairs.

The American consumer is somewhat unpredictable even in the best of times, and rapid increases in prices and frequent changes in wage and price control programs have added a new dimension of doubt to forecasts of consumer spending. There is no question, however, about the importance of consumer expenditures in the overall economic outlook. Purchases of goods and services comprise almost two-thirds of Gross National Product, and to a large extent they will determine the economy's growth pattern in the near future because the other major sectors of the economy adjust to change more slowly.

Most forecasts of consumer spending are primarily based upon expected future income, with the assumption that a given proportion, approximately 90 percent, of disposable personal income will be spent. The other ten percent includes savings, interest payments and personal transfer payments. The saving rate over the past six quarters has ranged from 5.7 to 6.8 percent after steadily declining from the 8 percent saving rate that prevailed in much of 1970 and 1971 (Chart 2). A change of one percent represents billions of dollars in annual purchases of goods and services.

In the first and second quarters of 1973, the saving rate was about 6 percent, approximately the postwar average. Disposable personal income rose at an annual rate of 11.5 percent in the first quarter and then gained only 8.8 percent in the second. It should further be noted that there was a large gain in disposable personal income in the fourth quarter of 1972. The acceleration of retail sales in late 1973 and early 1974 and the subsequent slowdown in the second quarter of this year are correlated to these percentage changes in disposable personal income. Consumers spent large amounts for services but this sector typically shows steady gains and appears to be less indicative of consumers' attitudes.

As shown in the first chart, retail sales have been very erratic on a month-by-month basis despite the overall upward trend. Although it is not unusual to see some monthly fluctuations, the swings during 1973 have been unusually large. Sales moved upward by 3.3 percent in January; with further gains in February and March; a substantial decline followed in April; by June, sales had not returned to the March level; and another spurt occurred in July—a gain of 3.4 percent (more than 40 percent on an annual rate basis). From July 1972 to July 1973 retail sales expanded a strong 14 percent but this overall figure conceals the volatile movements within the year.

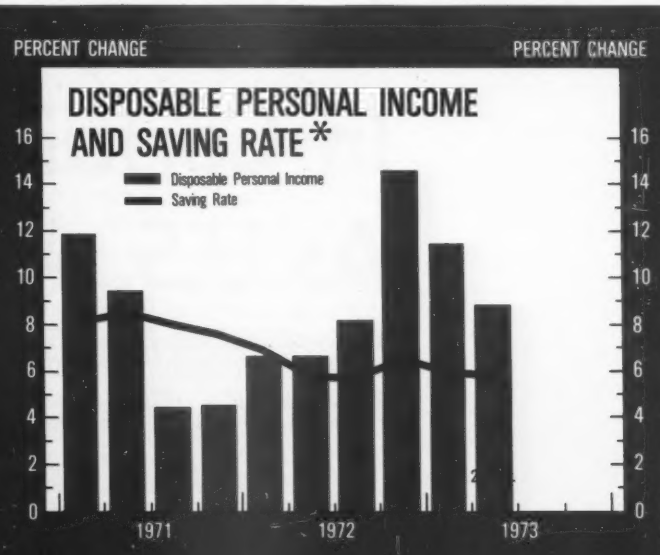
The erratic pattern of retail sales may have been directly influenced by consumer expectations about inflation and the various changes in wage and price regulations. When Phase III was put into effect in January, many consumers apparently assumed that prices would start rising rapidly and they may have speeded up purchases of automobiles and other large durable goods items. Again, in July, with the freeze scheduled to expire in a few weeks, consumers may have accelerated their purchases—and once again, automobiles were among the favorite purchases. This same pattern occurred in the first price freeze announced in August of 1971.

Many economic analyses have noted that consumers frequently respond in a "perverse" way to inflation: instead of buying more of items that may increase sharply in price, they increase their personal savings rate. This reaction does not necessarily imply a lack of economic sophistication, however, since many low and middle-income consumers may have a logical reason for increasing their savings: they fear that, with prices advancing, their future income may not cover future basic items such as food and housing.

During the first quarter of 1973 economic analysts were surprised when consumers failed to follow the usual pattern of increasing their savings during a period of inflation and there was speculation that we may have entered a new era of consumer behavior. Such a structural change may indeed be occurring but it cannot be confirmed because the figures are not conclusive and the time period covered is very short. It is true that the heavy buying early in 1973 preceded a strong upward push in the total consumer price index which might suggest a new consumer behavior in anticipation of future inflation. But consumers increased their purchase of automobiles and other durable goods, a category of items that actually remained relatively stable in price (Chart 4). Much of the inflation pressure in early 1973 was concentrated in the food sector.

Another possible explanation for the surge of retail sales in the first quarter can be attributed to a spectacular growth in employment—a 1.1 million increase in jobs from December to March (Chart 3). A strong gain of about 800,000 jobs also was registered in the second quarter, but most of it did not occur until June.

In looking to the future, it appears that rising employment and income virtually assures further gains in retail sales, although the month-to-month fluctuations may continue to be sharper than usual as we move through the Phase IV period.



* Annual Rates
All Data Seasonally Adjusted

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Vol. III, No. 24
September 3, 1973

Industry Adopts Metric In Certain Operations As U.S. Awaits New Law

Firms Making Gradual Changeover To Seek, Maintain Foreign Markets For Their Products

American industry is leading the United States step by step into the metric system.

While Congress weighs the type of law that would provide a logical catalyst for a national changeover, more and more large firms are moving forward with the process of converting to metric measurements. They are going metric gradually to seek and maintain foreign markets for their products and also out of a conviction that metric is the measurement language of the future. The U.S. is the last major industrial power to consider the change to the metric system.

Meanwhile, a subcommittee of the House Science and Astronautics Committee headed by Representative John W. Davis of Georgia has completed hearings on legislation intended to plan conversion to the metric system. The subcommittee is expected in the near future to prepare the draft of a bill, which will be submitted to the full committee for action in the next few weeks. Proponents of metric legislation hope for House passage of a bill later this year. The Senate, which passed a voluntary conversion bill in 1972 only to have it die with the close of the last Congress, is said to be ready to take up and act on the legislation after the House acts.

Metric legislation followed the submission to Congress by the Secretary of Commerce in July, 1971, of a report recommending a systematic, nationally-coordinated changeover to the metric system over a 10-year period. The report was prepared by Commerce's National Bureau of Standards under the provisions of the Metric Study Act of 1968, and represented the result of three years of work by the Bureau in cooperation with thousands of individuals, firms and organized groups.

Early in 1972 the Secretary of Commerce forwarded to Congress a proposal for legislation to help the U.S. shift to the metric system from the commonplace inch-quart-pound system within 10 years. Soon afterward the

proposed legislation was introduced in both the House and Senate. It would create a National Metric Conversion Board to plan and coordinate a voluntary conversion process.

The Board, to be made up of 25 representatives of industry, trade associations, citizen groups, and government would assist industry and the public in adjusting to the use of the meter-liter-kilogram system.

Without waiting for legislation, a number of industrial giants are already under way with their own program of adopting metric measurements for particular uses. Among these are Ford Motor Company, General Motors Corporation, IBM, John Deere Company, Caterpillar Tractor Company, International Harvester Company, Honeywell, Inc., and 3M Company. This is only a partial list. There are many others.

Hundreds of companies are said to be watching the trend toward metric. The National Association of Manufacturers (NAM) has a mailing list of 600 companies that are receiving materials on the metric system. Study groups and committees are being appointed to look into various aspects and problems of conversion. Metric legislation is being introduced in state legislatures. Thus, while the changeover process is slow, it is in motion.

The State of Ohio has begun the changeover to metric by using a dual system on its road signs. On one of the state's major highways may be seen a sign reading: "Cincinnati 62 miles 100 kilometers." Legislation has been introduced in the California assembly under which the state would begin using highway signs with metric measures next year. The legislation also calls for driver license descriptions to be given in metric figures, and for the State Department of Education to prepare teachers to use centimeters and grams instead of inches and ounces in the state public schools. The California State Superintendent of Schools has set as a target date for converting all math textbooks used in the public schools exclusively to the metric system.

Inevitable damage

Some of the advocates of the metric system are concerned that in certain instances those involved in the conversion process may go overboard with it, with inevitable damage to the changeover. They point out that the old measurements are not going to be abolished suddenly, and that in many cases a dual system of measurements will be necessary at least as an interim step.

METRIC ENGINE—*A metrically-dimensioned rotary engine developed by General Motors is examined by GM Chairman Richard C. Gerstenberg (left), and President Edward N. Cole.*

Here again industry is setting the pace by a practical and gradual process of conversion. Firms involved in a multitude of operations are well aware that there is a wide range of divergencies in the relative speed, cost, and difficulty of going metric in different operations.

The Ford Motor Company has recently opened at Lima, Ohio, a plant to produce the first totally metric automobile engine to be built in the U.S. The plant is building engines for the new Mustang II coming out this fall. It is a 2,300 cc engine with an overhead cam, and the first four-cylinder engine Ford has constructed in the U.S. since the days of the old Model A.

A company spokesman explains that a metric engine built in Europe is being used in the 1973 Pinto. The standard engine for this car is a 1,600 cc English engine, while an optional engine is a 2,000 cc German engine. The plan for the 1974 Pinto, the spokesman says, is to use the 2,000 cc engine as standard equipment for the car and the 2,300 cc product made at the Lima plant as an optional engine.

General Motors, a spokesman says, will use the dual system as long as it is needed. The rotary engine project, or the GM adaptation of the Wankel engine, will be all metric, the spokesman explains. The GM policy with respect to adoption of the metric system has

been laid down by President Edward N. Cole, who said:

"The rate of implementation to the metric within GM will be governed by the release of new parts metrically dimensioned and by the normal phasing out of in-production parts.

"The GM guidelines include:

"1. New developments will be metric from the start. This includes items now in development stage.

"2. Service parts now in production will remain as is.

"3. Supplier coordination will be implemented as required.

"4. In the interim before complete metrification is accomplished, some capital equipment with dual measuring capability will be required.

"Coordination of the entire program will be handled by the GM engineering staff."

Three-stage program

A spokesman for IBM explains that the firm initiated in 1972 a 10-year program to install the metric system as the company's basic measurement language. The spokesman suggests that the program will divide into the following three stages:

1. The period up to 1974 will be one of developing the necessary groundwork for the changeover, such as preparing conversion tables, standards, manuals and catalogues and familiarizing employees with the metric system.

2. In the period from 1974 to 1978, the company will undertake to implement the metric system in new products developed during these years.

3. From 1978 to 1982, the firm will carry over into manufacturing the designs developed in the previous period and at the same time will undertake to phase the old measurement system out of production use.

A pioneer in conversion to the metric system has been the Regal-Beloit Corporation, manufacturers of special tools and gages. The firm has made something of a crusade of going metric.

The American Metal Market reports that the Beloit, Illinois-based company will produce a line of metric fasteners at a new 36,000 square-foot facility.

At the same time, Regal-Beloit has campaigned for adoption of the metric system by producing films, school texts, and "Metric Mike" cartoon posters on the subject.

The firm has "Metric Mike" announce a new training aid in the metric system for industry and all levels of education.

The training aid consists of a new eight-segment audio-visual 35mm colored film strip presentation illustrated in stylized full colored artwork. It is designed to provide historical background on both the English and the metric system of measurement.

Segments one through four explore the advantages and disadvantages of both systems, and segments five through eight explain all seven basic units of measurement of the metric system. A teaching guide and reading script is provided for ready reference for discussion periods after the presentation.

The energy with which Regal-Beloit has campaigned for the metric system has attracted attention in Canada, which is in the process of converting to metric. The Canadian Government sent to South Beloit a six-man film crew to look at the local operation with a view to shooting an educational film to be used to educate Canadians about the metric system.

A significant prod toward going metric has been the directive issued in 1971 by the European Economic Community requiring Common Market countries to use international metric units in trade and commerce by 1976.

However, a number of companies and leaders in government, education, and other fields are said to be waiting to see what kind of law Congress will pass before joining the metric parade.

Aside from the activity of individual companies, various organizations, trade associations, and individuals are in the forefront of the effort to prepare America for the metric system.

Educational priority

The U.S. Chamber of Commerce is supporting a changeover to the metric system as soon as possible, and has set forth its own set of guidelines to govern conversion. The Chamber has emphasized that high priority should be given to educational programs on the metric system to be carried out in the nation's elementary and secondary schools and institutions of higher learning.

The NAM is leading industry in efforts to make the changeover as smooth as possible for companies that decide to go metric.

The American National Standards Institute, in consultation with industry, business, labor, and consumer leaders has organized the American National Metric Council,

which will operate under the auspices of the Institute and will be governed by an executive board representative of all affected segments of society.

The purpose of the Council is to serve as a national coordinating center for voluntary metric conversion activities in the U.S., to provide the means for identifying the requirements for metric standards, the recommended priority in which they should be developed and the timetable for their development, to serve as a resource center for metric information, and to perform various other duties.

The American Marketing Association has endorsed a policy of conversion to metric over a 10-year period.

Louis E. Barbrow, Coordinator of Metric Activities of the National Bureau of Standards, points out that in the changeover to metric measurements now going on four key principles are being followed:

Rule of reason

"1. The rule of reason—changes to metric should be made only where it is advantageous. No area should change 'at any cost,' but neither should any area refrain from changing 'at any cost.'

"2. Costs lie where they fall—this principle is a corollary of principle 1. It seems entirely reasonable that costs should lie where they fall if for no other reason than to assure that the costs themselves will be reasonable and commensurate with benefits. Stated somewhat differently this principle states that the cost will fall on him who benefits.

"3. Voluntary changeover—this principle is a corollary of principle 2. With costs lying where they fall, they cannot be imposed. The changeover must not be mandatory.

"4. Nongovernmental initiative — this principle is a corollary of principle 3. As long as the initiative and planning are in the private sector there is little chance that the changeover would be anything but voluntary. Government, of course, will play an important role because it is a significant sector of our society. We envision that all sectors will be involved in planning and in the metric changeover."

Barbrow has in his office a chart with the title "All You Will Need to Know About Metric (For Your Everyday Life)." It depicts the meter as a little longer than the yard; the liter as a little larger than the quart; the kilogram as a little heavier than two pounds; the millimeter as the diameter of a paper clip wire; the centimeter as not quite ½ inch; the kilometer as somewhat further than ½ mile; the gram as the weight of a paper clip; the milliliter as 1/5 of a teaspoon; the hectare as about 2½ acres; and the metric ton as about equal to a customary long ton.

METRIC COMPUTER — *At an IBM plant in Germany, a worker assembles computers using the traditional metric standard customary in Europe. By the end of this decade metric measurement will also be used in the company's U.S. plants and the inch gradually phased out.*

Thus it is that, although John Quincy Adams pointed to the advantages of the metric system long ago, the U.S. finally is getting around to joining most of the rest of the world in adopting it. Only a handful of small nations in addition to the U.S. have failed to join or to make a start in that direction. It is estimated that 90 percent of the world has gone metric or is in the process.

Warnings have been issued that the U.S., whose trade balance in recent years has shifted from a surplus to a deficit position, will be courting disaster in international trade unless it converts to metric.

But there is no likelihood that the old English language of measurements will disappear. It will continue to be a part of the common language. The wag who suggested that the famous lines in Robert Frost's poem should be changed to metric was only kidding:

"The woods are lovely, dark and deep.
But I have promises to keep,
And kilometers to go before I sleep,
And kilometers to go before I sleep."

Kilometers? No way.

Campaign To Improve Productivity Seen As Economic Growth Tool

National Effort Emphasizes Quality Of Goods, Services Rather Than Quantity Of Work

"Even a .1 percent increase in productivity for the U.S. could mean a $1 billion increase in real Gross National Product," according to John M. Stewart, executive director of the National Commission on Productivity.

Stewart's illustration dramatizes the need for a better understanding of productivity—generally regarded as a technical subject which is very difficult for individuals to relate to personally.

To raise the overall awareness of individual Americans on the need to improve productivity, the Advertising Council has launched a major national all-media public service campaign.

The advertising campaign focuses on the quality of goods and services rather than the quantity of work.

It is directed to all work areas—to the professions, management, labor, service industries and all levels of government.

"Very few people realize the importance of national productivity growth," Stewart said, "or appreciate the personal benefits which can accrue to all Americans when productivity improves. He noted that a recent Louis Harris survey revealed that many Americans equate increased productivity with increased production while many others saw it as meaning working harder and faster.

The new advertising effort will attempt to correct some of these widespread misconceptions.

The campaign is the initial step in a broad program to generate an emotional uplift in national spirit, to encourage the American

public to work together in helping develop ways to improve productivity and to establish a positive atmosphere for public receptivity to new ideas.

"America. It only works as well as we do," is the theme of the new national public service advertising.

Headlines on the ads ask:

"How would you like to sign the work you do?"

"Can anyone do what you do any better?"

"Would you hire you?"

The campaign, conducted on behalf of the National Commission on Productivity, was prepared by the Advertising Council's volunteer advertising agency, McCann-Erickson, after in-depth research and copy testing.

The advertising reflects the contributions of government, farm, consumer, labor and management leaders who serve on the Commission.

After researching different strategies, McCann-Erickson drafted a campaign that would appeal to the basic American instinct of pride in accomplishment—a characteristic upon which many feel this country was built.

A key element of the program is the original music that was prepared for the campaign by the Johnny Mann singers and Western artist Merle Haggard.

Recognizing the complexity of communicating the problem, Dr. John Dunlop, Chairman of the National Commission on Productivity, congratulated the advertising industry for these volunteer efforts and expressed the hope that the media will recognize the need for broad exposure of the messages.

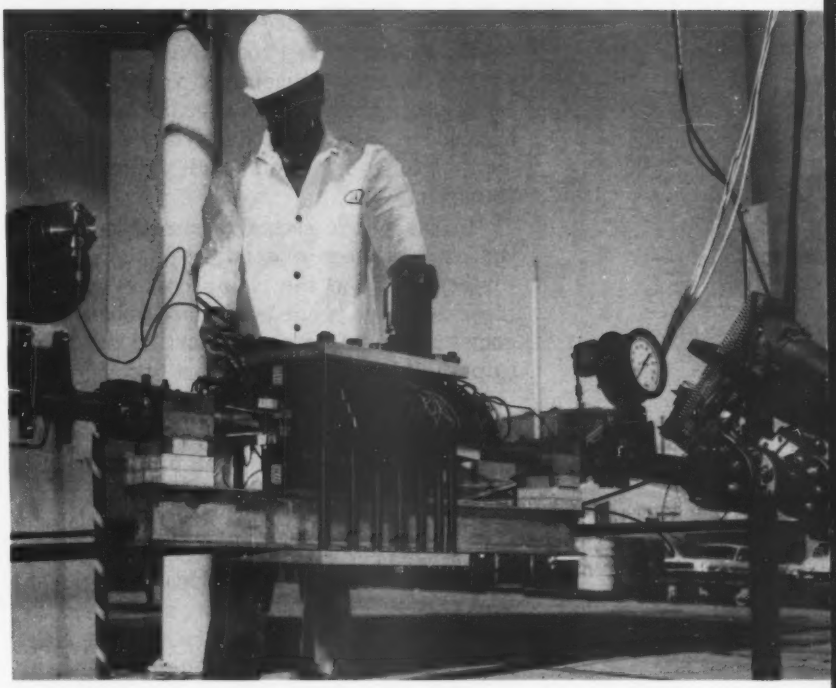
Surveys will be taken to measure the campaign's effectiveness.

Stewart said any improvement in productivity is an important one.

"If the advertising campaign only causes members of the American public to rethink some of their previous notions about productivity, and as a result makes them more receptive to productivity change, then it will have been a resounding success," Stewart said further.

Asserting that productivity improvements require a long range approach, Stewart said the advertising campaign is one of a number of the Commission's current projects that delve into the future.

"We have concentrated our limited resources on those areas of the economy in which productivity improvements will have the greatest impact on the American consumer, the competitiveness of American goods in world markets, and the quality of work itself," he stated.



PRODUCTIVITY IMPROVEMENTS — *Industrial productivity is just one area covered in the national campaign to alert Americans to the benefits of productivity improvements. The campaign reaches all work areas. This worker is producing an advanced electrical generator at Edison Electric Institute.*

For example, the Commission has completed an intensive study of opportunities for and barriers to productivity in the food industry. As a result it is further sponsoring a project to determine the feasibility of transporting fresh fruits and vegetables from the West Coast to the East in "unit trains" to reduce farm to market time.

The Commission is also participating with labor and management in the establishment of a pilot Food Service Productivity Development Center in New York City to discover if such institutes can be effective in promoting productivity in this gigantic industry.

It also co-sponsored a trip to Japan by businessmen and workers to observe the methods used by Japanese manufacturers to increase productivity. Reflecting the Commission's "sector-by-sector" approach are two recent conferences. One, on measuring Productivity in the Construction Industry, assembled experts from construction industry management and labor, university professors and government experts in this area to compile a comprehensive report.

Another conference on Agenda for Economic Research on Productivity brought together leading economists from business, labor and government to appraise the state of knowledge about productivity economics, gaps in information and priorities in research.

"In the public sector resources are being squeezed between expanding public demand for services and the rising cost of meeting those demands, made even more difficult by a growing resistance on the part of the public to pay higher taxes," Stewart stated.

"One answer to this dilemma is productivity," he continued.

The Commission has given a high priority to efforts to improve productivity in government at all levels. Examples of its efforts are:

- Creation of productivity assessment teams in St. Petersburg, Fla., and Nashville, Tenn., to ascertain the ability of these cities to respond to priority problem areas through productivity improvement programs. This is an effort to provide a model for other cities.
- Establishment of a resource task force to develop specific measures and make recommendations for productivity improvements in law enforcement.
- Establishment of a resource task force to develop measures and make recommendations for productivity improvements in the area of solid waste disposal.
- Supporting a productivity bargaining demonstration project in Nassau County, New York, in cooperation with the Labor Department, Civil Service Commission and Ford Foundation. The project will thoroughly study the feasibility of productivity bargaining in the public sector.

Quality of work life

"The quality of the work life of Americans is an important component of our total quality of life," Stewart continued. Recognizing this fact, as well as the impact of worker satisfaction on productivity, the Commission has launched activities to improve personal motivation at all levels.

It is supporting several pilot Quality of Work Councils to test the value of this device as a means of fostering greater cooperative effort between employees and management to improve the quality of the work environment and productivity of management and labor.

The Commission is supporting professional assessments of innovative industrial management practices, and cooperating in a series of productivity enhancement demonstrations in five large Federal agencies. Job enrichment, flexible working hours and other successful industrial techniques are being made available to Federal managers through the services of professional consultants.

Members of the Commission are:

Stephen D. Bechtel, Jr., president, Bechtel Corp.; Berkeley Burrell, president, National Business League; Edward W. Carter, chairman of the board, Broadway-Hale Stores, Inc.; Archie K. Davis, president, Chamber of Commerce of U.S.; M. Peter Venema, chairman of board, Universal Oil Product Co.; R. Heath Larry, vice chairman of board, United States Steel Corp.; James M. Roche, member of board, General Motors Corp.; Walter B. Wriston, chairman, First National City Bank.

Labor members

I. W. Abel, president, United Steelworkers of America; C. L. Dennis, president, Railway, Airline and Steamship Clerks, Freight Handlers, Express and Station Employees; Frank Fitzsimmons, president, International Brotherhood of Teamsters; Paul Hall, president, Seafarers' International Union of North America; Lane Kirkland, secretary-treasurer, AFL-CIO; John H. Lyons, president, International Association of Bridge, Structural and Ornamental Iron Workers; George Meany, president, AFL-CIO; Leonard Woodcock, president, International Union of United Automobile, Aerospace, and Agricultural Implement Workers.

Beverly Briley, mayor of Nashville; William T. Coleman, Jr., Dilworth, Paxson, Kalish, Levy and Coleman; William Kuhfuss, president, American Farm Bureau; Edward H. Levi, president, University of Chicago; Arjay Miller, dean, Graduate School of Business, Stanford University; Arch A. Moore, governor of West Virginia; John Scott, master of the National Grange; W. Allen Wallis, chancellor, University of Rochester.

Roy Ash, director, Office of Management and Budget; Peter J. Brennan, Secretary of Labor; Frederick Dent, Secretary of Commerce; John T. Dunlop, director, Cost of Living Council; Virginia Knauer, special assistant to the President for Consumer Affairs; George P. Shultz, Secretary of the Treasury; Herbert Stein, chairman, Council of Economic Advisers.

DOMESTIC BUSINESS REPORT

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- **Farms changing to keep pace with economic trends**
- **Phase IV machinery geared toward equity**
- **Texas firm wins major weather office bid**
- **Cargo insurance, carrier's liability will undergo study**

Forest Chemicals Seen As 'Essential Tool'

The forest products industry, which provides the rest of the industrial world with such essentials as shelter and communications, is examining its practices to insure that the relatively small amount of chemicals it uses is not harmful to the environment.

Though use of forest chemicals is negligible, they are extremely important tools in forest management — which supplies the construction industry's raw materials. At the present time, forest chemicals represent the least ecologically disruptive means of correcting a variety of ills plaguing the forests. This fact has spurred the forest products industry into a lead role in researching uses of chemicals to fulfill its responsibility to replenish the nation's lumber supply.

What kinds of chemicals, how they are used and chemical controls versus other methods are issues reviewed in information developed by the Wood Products Sub-Council of the National Industrial Pollution Control Council.

Acknowledging the need for strict controls by the industry on all forest chemical projects, the NIPCC Sub-Council concluded:

Improving yield

"Forest chemicals will provide an essential ingredient in industry's overall program to improve the yield from forest lands, not only of timber, but of water and wildlife."

Judicious use, especially of herbicides, should increase as research expands and new environmentally acceptable control systems are developed, the Sub-Council noted.

Forest owners, through industrial and governmental cooperation with major universities, are involved in continuing research with the objectives of:

- Providing safeguards for the use of forest chemicals.
- Furnishing counsel in their use.
- Studying the long and short term effects of forest chemical use.
- Understanding total environmental responses.

From research the effects of chemicals can be compared to effects of alternative practices of environmental management. Thus, control systems are being developed for minimum adverse effect and maximum benefit.

Overall, the Sub-Council stated, forest chemicals are used on a fraction of one percent of forest land, and do not begin to compare to the amount and frequency of herbicidal and insecticidal chemicals used by agriculture. Aggregate forest chemical usage is so small that chemical companies do not find it worthwhile to manufacture chemicals specifically for the forest management market. As a result, most forest chemicals in use today are spin-offs from agricultural chemicals. Specific forestry-oriented research is needed and increasing in this area.

"Pest problems are complicated," the Sub-Council pointed out, "and are seldom handled in any single way. Past research has provided an adequate selection of pest control methods. Current research is stressing avoidance of pest problems by maintaining a natural environmental balance."

Pests, in forestry, are organisms that interfere with any constructive management of forest land. They include disease causing agents, insects, rodents, birds, deer and other large animals, herbs, and woody plants. They hamper forest management by damaging trees, slowing their growth and affecting desirable wildlife. These organisms, however, are native to forests and are considered pests only when damage becomes severe.

Chemicals used today

Forest chemicals in use today include a variety of herbicides, repellents, insecticides, fertilizers, insect attractants, fire retardants, fungicides, and animal toxicants. They are used in the forest to meet specific forest management objectives, primarily aiding in the establishment, survival and growth of desired trees.

Undesirable side effects from the use of forest chemicals occur infrequently and are usually the result of improper application of chemicals, the Sub-Council said.

Chemical uses cited by the Sub-Council include:

► Herbicides, chemicals that inhibit the growth of plants, are distinguished from insecticides, in general by low toxicity to mammals. The most common use of herbicides is the practice of helping desirable trees by removing or retarding the growth of competing and undesirable vegetation.

► Repellant or toxicant types of forest chemicals which are used to control animal damage to forest crops. That is, to protect seedlings until they are established.

► Insecticides, which are used as periodic agriculture-type sprays, are almost completely confined to seed orchards. In operational forestry, aerial sprayed insecticides have been used only rarely in large broadcast operations, and they for specific problems with no alternative.

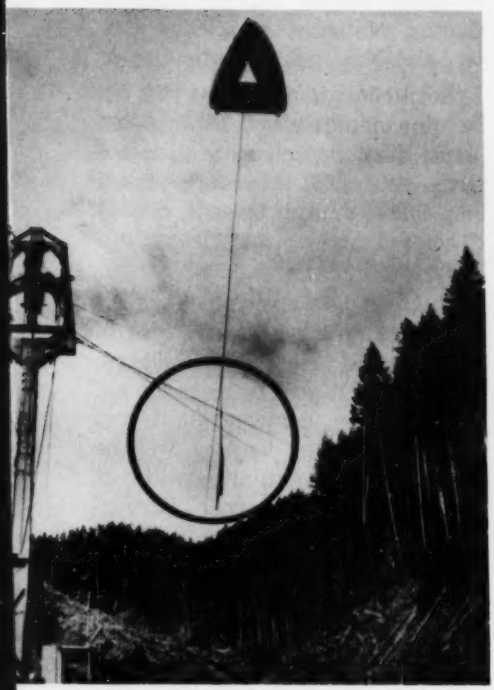
► Fertilizers, nitrogen and phospnorus, are used in forest land management with increasing frequency although somewhat experimental in nature. Nitrogen is used to stimulate tree growth and seldom applied more than twice to the same area during the tree's life cycle. This is usually done by helicopter to insure exact placement of the chemical and to avoid contaminating water courses, lakes and ponds.

Mechanical and biological means and the use of controlled fire in selected stands are the alternatives to chemicals.

Mechanical control is generally a much greater disturbance to an ecosystem than chemical input, particularly when the chemical is rapidly degraded, the Sub-Council found.

Mechanical removal of offending vegetation has the effect of physically removing not only the target vegetation, but large amounts of soil and soil-stabilizing vegetation

PROTECTION—*Robert E. Dolph, Jr., an entomologist, points to tussock moth larve killed by DDT spraying in the Malhour National Forest. This U.S. Forest Service photograph shows results of insecticide use against moths which could destroy trees.*



LOGGING—*Experimental Goodyear balloon being used to "skid" logs during a logging operation in an Oregon forest.*

TIMBER IMPROVEMENT—*A forester is shown marking trees for precommercial thinning. The Douglas-fir trees are in Willamette National Forest in Oregon. Thinning is one aspect of the forest industry covered in the chemicals study.*

that may be desirable in some cases.

In using mechanical means and restricting the use of a herbicide, for a watershed protection, for example, the trade-off is likely to be heavy siltation as a substitute for a questionable or negligible amount of contamination.

Mechanical removal also rearranges animal environments, eradicating some animals and allowing others to reach epidemic numbers.

Biological control

Biological control measures are occasionally highly effective. For every effective balanced program, however, there have been hundreds of efforts that have been unsuccessful. Virtually all species for which controls are needed, either animal or plant, have been exposed to natural enemies for generations. They have substantial innate capacity to survive under the influence of their natural predators. The introduction of exotic species as a controlling organism must also be done with full consideration of the consequences of releasing an organism which, unopposed, could possibly have more harmful effects than the pest it is supposed to eradicate.

Finally, biological control, where applicable, requires years of establishment before pest and predator reach equilibrium.

Controlled fire is used in selected stands and under favorable conditions. It is commonly used where herbicides might otherwise be employed. Examples are reduction of competing vegetation from stands of commercial forest species and opening scenic views from roads.

The release of residual organic material from fire-killed vegetation may have beneficial effects on the soil in support of desirable commercial tree species, and is currently being tested by the Forest Service and National Park Services in California.

Fire also is used in applications where the primary goal may be reduction of fire hazard, increase of visibility to promote traffic safety on forest roads, and enhancement of roadbed stability by clearing the way for adequate drainage.

Fire, of course, generates smoke which may prove more objectionable in certain airsheds than the use of chemicals.

Chemical agents

Chemical agents such as toxicants or repellents used to minimize animal damage are the most likely to be replaced. Replacements, however, may well take the form of other chemicals used to condition animal habitats, such as the low-toxicity herbicides. Another alternative is reforestation with native species not attractive to pests.

Citing industry research and control efforts, the Sub-Council concluded that "the forest industry accepts responsibility for leadership in environmental chemical management and acknowledges its responsibility to see that chemicals are not misused or overused to the extent that they could imperil health and safety."

Shoreside Processing Of Ship's Oily Waste Explored By Maritime

The economic and technical potential for the shoreside processing of ship-generated oily wastes is explored in a study released last week by the Maritime Administration.

Focused on nine ports, the $654,000 study was prepared for the agency by Frederic R. Harris, Inc., which specializes in port planning and operations.

It was based on the assumption that at-sea discharge of oily waste water by ships would be prohibited by 1975 or 1980 at the latest, according to Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs.

Based on this assumption, the researchers estimated the volumes of oily water that would be generated at each of the ports studied. Extrapolating these statistics, it concludes that 16.5 billion gallons of oily waste would be collected at U.S. ocean and inland ports in 1975, rising to almost 17 billion in 1980.

Blackwell pointed out that one of the major complicating factors identified in the study in connection with the shoreside discharge of oily wastes from ships comes in making the removal operation compatible with cargo-handling operations so as not to delay ships.

The report includes an analysis of the technical processes to separate oil from water, to purify the water sufficiently to be returned to the sea or river, and to reclaim the oil as usable petroleum products.

With the projections of oily waste water volumes and reclamation methods, the economics of shoreside waste treatment plants in different ports were investigated.

The study indicates that the oily-waste collection and treatment function could be a profitable private enterprise in larger ports based on the number and types of vessels calling at them. These include Houston - Galveston - Texas City, New York, San Francisco, Cleveland, San Juan and Hampton Roads.

But in smaller ports, such as Miami and San Diego, public assistance of one type or another would be required to induce an entrepreneur to undertake such a business.

Also explored in the study are the costs to the shipowner associated with having oily waste water removed from his vessels in port.

Costs could vary from eight cents per gallon of waste water to $1.85 per gallon in different ports, according to the volume of waste water handled in each harbor.

The study team is currently extending the research assuming less stringent ship discharge standards. New assumptions are based on the 60-liter-per-mile criterion established in the 1969 amendments to the 1954 IMCO oil pollution convention and the "no sheen" concept advocated by the Environmental Protection Agency.

Texas Firm Wins Major Weather Office Bid

Garland Division of E-Systems, Inc., Garland, Texas, has won a $638,000 contract to develop a model weather office by July 1, 1974. It is to be the first step toward applying modern automation technology to Weather Service field operations. The Weather Service is a part of Commerce's National Oceanic and Atmospheric Administration.

The prototype facility will be the forerunner of a complex, long-range program whose goal is to employ modern machinery, especially on-site computers and TV-type display devices, to provide River Forecast Centers, the National Meteorological Center, the National Severe Storms Forecast Center, National Hurricane Center, and National Climatic Center.

Key elements of the system will be minicomputers and TV-type displays. Each participating office will have its own minicomputer to help collect data, process it, display it, communicate it, and disseminate it.

The model weather office will be located at Weather Service central headquarters near Washington, D.C., where it will be used for experimentation, demonstration, and training. Lessons learned will be applied to an eventual network of 52 modernized Weather Service Forecast Offices, nationwide. These will be electronically linked with each other and with 12 regional offices for maximum assistance to the forecaster, hydrologist, weather-service specialist and observer.

Current plans call for completion of the entire system within six to eight years.

Personal Income Higher In July

Personal income rose $7.3 billion in July to a seasonally adjusted annual rate of $1,033.9 billion, according to the Bureau of Economic Analysis. Revised data show that personal income increased $7.9 billion in June.

Wage and salary disbursements increased $4.7 billion, compared with $6.2 billion in June. Service payrolls increased $1.3 billion, compared with $.9 billion in June. Government payrolls gained $.6 billion.

Factory payrolls in July increased $1.2 billion, roughly half of the June rise of $2.3 billion. The advance resulted from longer work week and higher hourly earnings as employment declined. The increases were widespread, with most industries showing small to moderate gains. The largest gains were in the primary metals, transportation equipment, electrical

equipment, printing, and chemical industries.

Transfer payments in July rose $1.2 billion, compared with virtually no change in June.

Personal income in the first seven months of 1973 was at a seasonally adjusted rate of $1,011.5 billion, $90.7 billion or 9.9 percent above the comparable period for 1972. For the corresponding period in 1972, the advance over the preceding year was 8.1 percent.

—Bureau of Economic Analysis

'Bullish' Climate Seen In Small Business; Opportunities Expand

Small businesses produce 43 percent of the gross national product —last year more than $425 billion.

They provide more than 50 percent of the nation's jobs and, in 1972, the small business sector alone accounted for a greater share of the gross national product than the entire GNP 20 years ago.

"There is a bullish climate in the small business community today," says Thomas Kleppe, SBA Administrator. "The small businessman is keen to start new ventures and to expand his products."

Citing a number of ways SBA can help the small businessman—particularly through cooperation with private institutions in the venture capital area — Kleppe pointed out that:

- During its 20 years of service SBA has provided more than $13 billion of credit and equity financing. More than 20 percent of that total came in fiscal 1973.
- Last year, SBA made more than 200,000 disaster loans totaling $1.5 billion compared with the 200 disaster loans for $1.3 million it made during its first year of operation.
- During SBA's first year, the small business share of federal procurement amounted to some $3.5 billion. In fiscal 1973, it was more than $12.5 billion.

Corporations, Partnerships Own Large Rentals

More than a third of the nation's large rental properties are owned by partnerships and nearly a third more are owned by corporations, a new census study shows.

Preliminary information from the Census Bureau's 1971 Survey of Residential Finance, shows that more than 11,000 of the 30,600 large properties (those with 50 or more individual housing units) were owned by partnerships and nearly 9,000 more by corporations.

Some 6,700 properties were owned by individuals and the rest by investment trusts, financial institutions, cooperatives and other types of organizations.

Other facts the survey turned up about rental and vacant properties are:

- Real estate taxes—on a per housing unit basis—are generally higher on mortgaged properties than on those without mortgages.
- Rental receipts from the larger properties are higher in relation to value of the property than rent receipts from the smaller properties. The median ratio of rent receipts to value for these properties is 16 percent of the value of the property. For properties with five to 49 units, the median ratio is 14 percent of the value of the property; for properties with one to four units, the median ratio is 10 percent.

Privately Owned Housing Starts Higher Than June

Privately owned housing starts in July were at an annual rate of 2,176,000 units on a seasonally adjusted basis — higher than June, but below the rate for the same period of 1972, the Census Bureau reported.

The rate in June was 2,093,000 units and the July 1972 rate was 2,244,000 units. Starts of privately owned single-family structures in July 1973, on a seasonally adjusted annual rate basis, amounted to 1,249,000 units; structures with five or more units accounted for 779,000 units and structures with two to four units accounted for 148,000 units. Housing data do not include mobile homes units.

—Census Bureau

New Business Guide To Minority Audiences Published In Directory

Businessmen interested in reaching specific minority audiences can find new, more thorough ways in a new "Directory of Minority Media" published by Commerce's Office of Minority Business Enterprise.

More than 200 black-oriented and nearly 100 Spanish-speaking and American Indian newspapers are listed in the 89-page directory. Names and addresses of minority magazines and newsletters, radio and television stations are also listed.

The book contains related income data on minority family expenditures, general population characteristics, and other economic data. The directory also notes that media reaching minority groups require special servicing by advertisers and publicists who reach such groups. Other suggestions on how to deal with minority media in order to insure maximum coverage are contained in the directory.

Copies of the directory are for sale by the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C., 20402, at a cost of $1.35 domestic postpaid or $1 from the GPO bookstores.

—Office of Minority Business Enterprise

Ferrous Scrap Export Licensing Policy Set For September Shipments

Export licensing policy for ferrous scrap for shipments in September 1973 was announced last week by the Commerce Department.

Licenses will be granted for exports against orders for 500 short tons or more accepted July 1 or earlier for export in September. These licenses will have a validity period of 60 days following the date of issuance.

Exporters will continue to be required to file with their application for a license for orders of 500 tons or more an affidavit affirming that they have the necessary scrap earmarked for the particular export as of the date of filing.

Licenses for September exports to Japan will only be granted if the export has been licensed for importation into Japan by the Japanese authorities. The Japanese had originally announced that August shipments from the United States would be approximately 564,000 short tons. This number had been reduced to 476,000 short tons, for which import permits have been granted by the Japanese Government.

For September the Japanese Government is now estimating that it will issue import permits for approximately 202,000 short tons, and for the October-December period a total of approximately 260,000 short tons. This is a reduction of 70 percent from orders accepted on or before July 1 for export to Japan in September, and a reduction of 86 percent for October-December.

These reductions are part of a commitment by the Japanese which would limit U.S. exports to Japan to 5,000,000 short tons in calendar year 1973. If all eligible orders for Japan and other countries are licensed for September, this would result in a reduction to a total of approximately 700,000 tons from all countries for the 1,166,000 tons of orders originally accepted.

The Japanese Government has indicated that it is not making import allocations in such a way as to discriminate among U.S. exporters as to volume of scrap licensed, port of shipment, or contractual price. Ferrous scrap ordered by Japanese trading companies for export to a country other than Japan will be licensed only where satisfactory documentation has been supplied that the order was originally intended for the other country.

Licenses will continue to be issued against orders for less than 500 short tons, regardless of when these orders were accepted. The validity period of licenses for these small orders will be 30 days from the date of issuance.

The Commerce Department will continue to watch the volume of exports under this licensing procedure so that it does not reach an unacceptable level. Commerce emphasizes that exporters may not substitute small orders of less than 500 short tons to fill a large order which is not eligible for export under the licensing system.

Details of the September licensing policy are covered in Export Control Bulletin 96 dated Aug. 24.

U.S. exports of ferrous scrap in July totalled 1,130,000 short tons, of which 426,000 tons were to Japan. The total is slightly higher than June exports of 1,057,000 tons, of which 478,000 tons were to Japan.

Exports through the first seven months of this year were 7,001,000 tons, of which 3,429,000 tons were to Japan. July exports compare with total licenses of 2.1 million tons issued in July. The difference between July licenses and July exports is accounted for by the fact that not all licenses are used in the month of issuance.

Farm Scene Changing To Keep Pace With Current Economic Trends

The number of farms has declined drastically in recent decades as smaller farms have given way to larger agricultural operations. Other impacts upon agriculture of the far-reaching industrial and social changes of modern generations include the following: The total acreage in farms has been approximately the same in recent years as in 1940. Because of this fact and the decline in the number of farms, the size of the average farm has increased greatly. The area of cropland harvested has been reduced to some extent since World War II. The value of farms, including buildings, has soared. And so has the value of farm products sold per capita of U.S. population, despite the great population increase.

These and other facts that point up the vast transformation occurring in agriculture are detailed in a recent report by Commerce's Bureau of the Census entitled "Farms: Number, Use of Land, Size of Farm," Chapter 2, Volume 11.

The report shows that in 1969, the latest year for which information is available, there were 2,730,250 farms in the U.S. as compared with 3,710,503 in 1959, a decline of nearly one million in 10 years.

A tremendous increase in the number of farms occurred from 1850 until 1935, when there were 6,812,350 farms in the 48 contiguous States. Thereafter, the number of farms dropped rapidly until in 1945 there were 5,859,169 farms in the 48 States, and in 1954 4,782,416

AGRICULTURAL SPOTLIGHT — *Farm products have had the spotlight in recent months and cattle has been at the top of the list. This Maryland dairy farmer is shown with cows of his Holstein-Friesian herd. Farms are changing dramatically to keep pace with technological changes and industrial and economic trends.*

farms, a decline of more than two million farms in a 19-year period. The number of farms in all 50 States in 1969 was only slightly more than the number in the 48 conterminous States in 1870.

A farm is defined in the report as a place of 10 acres or more if it had sales of farm products in 1969 of $50 or more, or a place of less than 10 acres if it had sales of $250 or more.

In 1969, the report shows, the nation's farms contained 1,063,346,489 acres as compared with 1,123,507,574 acres in 1959. The 1969 acreage represented an area of 1,661,479 square miles and was almost the same as the total in 1940. Farm acreage rose rapidly from 293,560,614 for the 48 States in 1940 to 1,161,419,720 for the 48 States, Alaska and Hawaii in 1950 and has since remained not far below that figure.

The nation's farms in 1969 contained an average of 389.5 acres each, a new record. This compared with 302.8 acres 10 years before and 174.5 acres in 1940. In 1850, the average farm in the 48 States contained 202.6 acres. This dropped to 133.7 acres in the 48 States in 1880. The report shows a sustained increase after 1935.

The area of cropland harvested totaled 273,016,000 acres in 1969 as compared with 311,476,141 acres in 1959 and 344,564,497 acres in 1949. The harvested cropland acreage totaled 166,186,584 acres for the 48 States in 1879. Thereafter, it increased until it reached 359,242,091 acres in 1929. After that, it dropped during the depression years, then increased again. But in recent decades it has followed a downward pattern.

The value of the nation's farms, including buildings, totaled nearly $207 billion in 1969, an increase of 60 percent over the $129 billion valuation of 1959, and six times the valuation of nearly $34 billion in 1940. U.S. farms were valued at only a little over $3 billion in 1850. Thereafter, the value rose to a $66 billion level in 1920, then dropped until after World War II. Afterward, the value skyrocketed.

In 1969, farm products sold had a value per capita of U.S. population of $225 as compared with $170 in 1960. In 1940, the value was $51 per capita. It has increased since, far outdistancing the growth in population.

Farms had an average value of $75,725 each in 1969, more than twice the $34,826 average value of 1959, and more than five times the average value of $14,005 in 1950. Meanwhile, average value per acre soared from $64.97 in 1950 to $115.08 in 1959 and $194.43 in 1969. The figures for 1959 were for the entire country with Hawaii excluded.

Other facets of the farm picture shown in the Census Bureau report include the following:

Cropland used only for pasture totaled 88,220,653 acres in 1969, a substantial increase over the 65,516,598 total for 1959. In 1949, the figure was 69,487,805. Pasture cropland increased more than 30 million acres from 1964 to 1969.

In 1969, there were 150,946 farms of 1,000 acres or more, a new record. This compared with 136,427 such farms in 1959 and 121,473 in 1950. In 1880 there were only 28,578 farms of 1,000 acres or more, and the number has increased for the greater part since.

In 1935, there were 2,123,595 farms in the 48 States ranging in size from 10 to 49 acres. The number of such farms for the entire 50 States had dwindled to 473,465 by 1969. Meanwhile, there were 570,831 farms of under 10 acres in the 48 States in 1935, and only 162,111 such farms in the entire 50 States in 1969.

In 1969, the value of farm products sold totaled nearly $45 billion. Broken down into categories of products, the five leaders in value of products sold were: cattle and calves, $13 billion; grains, more than $8 billion; dairy products, $5.4 billion; hogs, sheep, and goats, $4.4 billion; and poultry and poultry products, nearly $4 billion.

The number of farms with irrigated land dropped from 297,387 in 1964 to 257,147 in 1969. But the acreage of irrigated land increased from 37,056,083 in 1964 to 39,121,693 in 1969. The increases in irrigated acreage occurred in the North Central region of the country and in the South.

Single copies of the report may be obtained for $2.10 from the Superintendent of Documents, U.S. Government Printing Office, Washington, D. C. 20402 or from Commerce District Offices.

Machinery For Phase IV Relief, Exceptions Geared Toward Equity

A committee of senior government officials will oversee general policy governing the Cost of Living Council's decisions on exception requests. These requests are being filed by individual companies or by a class of companies seeking relief under price regulations in Phase IV.

Dr. John T. Dunlop, director of the Cost of Living Council, said the committee will insure that exception requests are handled in an equitable and consistent manner throughout the country. He added that he would ask the group to advise the Council on disposition of precedent setting exception and prenotification cases and to assist in resolving major price issues before the Council.

"A strict program of price controls involving considerable cost absorption by many firms requires a realistic and flexible exceptions policy to insure production and capacity expansion are not inhibited and that necessary relief is provided in genuine cases of serious hardship or gross inequity," said Dr. Dunlop.

Noting that the Council's efforts in Phase IV will be focused on moderating the excessive rate of inflation this country has experienced over the last six months, Dr. Dunlop indicated the importance of minimizing economic distortions in output and in investment planning which are endemic to a controls program in an economy operating near capacity.

"This committee," he said, "will have to walk a line between minimizing heavy economic costs that controls can generate and maintaining a strong and effective controls program constraining prices."

The Cost of Living Council also attempted to clarify some new questions raised by businessmen concerning food, health and fuel aspects of the Phase IV regulations. The questions and answers are:

Q. Are restaurants exempt from the Stage A Phase IV food regulations?

A. No. After Sept. 11, restaurants with annual sales or revenues of less than $100,000 or with 60 or fewer employees will be exempt from the Stage B Food Regulations. However, all restaurants are fully subject to Stage A Regulations until that date.

Q. A parent firm has a number of unconsolidated entities, each with 60 or fewer employees, and each which operates at a loss or low profit. Are these unconsolidated entities exempt under the small business exemption? Are they eligible to use the loss and low profit rules?

A. A firm, for purposes of the small business exemption, is considered to be the parent firm and its consolidated and unconsolidated entities. Since the total firm (parent and unconsolidated entities) in this case has more than 60 employees, it would not qualify for the small business exemption. Unconsolidated entities are, however, treated separately for profit margin purposes. The parent firm must prepare an individual Form CLC-22 for each consolidated entity with annual sales or revenues of $10 million or more. Each consolidated entity is also considered separately for purposes of the loss-low profit rule. Therefore, in this case, each unconsolidated entity may qualify for loss or low profit treatment.

Q. Under the Stage A Food regulations, is it sufficient to merely place the required certification language on each invoice which contains a price increase in excess of the freeze price?

A. No. In addition to containing the required certification language, each invoice which contains a price increase in excess of the freeze price must state the part of the price charged for each item that is in excess of the freeze price and is being passed through as an allowable cost increase under the Stage A rules.

Q. How do retailers of gasoline and No. 2-D diesel fuel obtain instructions and forms needed to apply for the stickers used to post ceiling prices and octane numbers.

A. The Cost of Living Council has prepared instructions and forms to be used to calculate ceiling prices and octane numbers. These instructions and forms must be obtained from the retailer's local post office. The forms and instructions will not be mailed directly to each gasoline and No. 2-D diesel retailer. After picking up and completing the form, the retailer must show it to a postal clerk and then will receive the authorized stickers. The completed form should be retained on his station premises.

Q. If an insurer customarily updates the factor in the ratemaking process anticipating cost increases (inflationary trend), must he continue to do so on the same customary basis.

A. Yes. Insurers must continue to update inflationary trend factors in their customary manner. For instance, if an insurer customarily updated inflationary trend data annually based on internal statistics, he must continue that same practice.

Q. Must an inflationary trend based on the latest available data and customary practice which is equal to or less than ⅝ of the annualized inflationary trend based on experience and customary practice prior to Aug. 15, 1971 be further reduced?

A. No. Provided a zero rate of inflation is used from Aug. 15, 1971 through Nov. 13, 1971.

Q. Must an increase in rates resulting from an amendment to a law or a change in regulation be prenotified to the Cost of Living Council?

A. Yes. Any rate increases resulting from law amendments or expansion of benefits, although considered to be changed conditions or risk must be prenotified.

Q. Must insurance rate increases filed, approved or otherwise determined to be in compliance with state law prior to June 12, 1973 but not implemented because of the freeze be prenotified to the Cost of Living Council?

A. Yes.

Q. Where premiums actually charged for an experience-rated group policy during the freeze period are below the level previously approved and certified during Phase II, does an increase from the level charged during the freeze period to the previously-certified allowable Phase II level require recertification under Phase IV rules?

A. Yes.

Q. Does the rounding rule apply to retailers who are increasing their prices to reflect certified "allowable cost increases"?

A. Yes. For example, a retailer buys bread from a baker with a certified "allowable cost increase of 1.5 cents. If the retailer's freeze price is 32 cents, he may charge a price of 34 cents because he may round up any fractions of .05 cents or more to the nearest penny in accordance with the rounding rule.

Q. In adjusting a freeze price due to a loss position, a firm may reflect in its adjusted freeze price on a dollar-for-dollar basis increases in raw agricultural product costs incurred between Jan. 10, 1973 and the freeze cost period. If the firm had deliveries during June 1-8, what date does the firm use as the end date for calculating increases in raw agricultural costs?

A. The firm would use June 8, and therefore could adjust the freeze price of that food item on a dollar-for-dollar basis to reflect increases in raw agricultural product costs incurred from Jan. 1 through June 8 with respect to that food item which are not otherwise reflected in the freeze price. In no case may the adjusted freeze price be permitted to exceed the freeze cost.

Q. A meat processor produces and sells an item which consists of 35 percent pork, 20 percent beef and 45 percent nonmeat products. Which portions of the Phase IV, Stage A regulations are applicable to this item?

A. The item is subject only to the general regulations pertaining to food. Its price may be increased to reflect dollar-for-dollar increases in raw agricultural costs.

Q. A cooperative buys grain and takes title. It sells that grain (unprocessed) to a miller. Must the cooperative certify raw agricultural cost increases to the miller?

A. No. The sale of raw agricultural products which retain their original physical form and have not been processed is exempt. After processing the grain, the miller must certify to his buyers raw agricultural cost increases versus freeze costs.

Q. A firm has numerous subsidiaries in a large geographic area producing a line of food products from the same raw agricultural product. The parent firm does centralized buying of that raw agricultural product for its subsidiaries. How may the "allowable cost increases" for the raw agricultural product be passed through?

A. The firm may elect one of two methods of pass-through.

1. It may aggregate all increased costs at the parent level and figure a percentage increase according to a weighted average of all increases in purchases of the subject raw product. Then it may allow any subsidiary to raise its product prices a maximum of the parent level percentage increase. For example, if the parent had an aggregate allowable cost increase of 2.1 percent, all of its subsidiaries could pass-through an "allowable cost increase" of no more than 2.1 percent. If one subsidiary only wishes to raise its prices 1.3 percent, the left-over price increase may not be transferred to another subsidiary resulting in a price increase greater than 2.1 percent.

2. It may allow each subsidiary to calculate its own price increases on the basis of the raw agricultural cost increases incurred by the individual subsidiary. It may not use a combination of the two.

Year's Albacore Catch Forecast Fair To Good

Tuna fishermen expect to take about 75 percent of the U.S. albacore or white meat tuna catch during the 1973 season in waters north of San Francisco. The year's outlook for the fishery is termed "fair to good."

That is the forecast of the National Marine Fisheries Service of Commerce's National Oceanic and Atmospheric Administration. The forecast relates the north-south distribution of the fishery with oceanographic conditions, meteorological data, and fishing results from offshore waters. Advance knowledge of where the fish are likely to be located is important to the fishermen in making tactical decisions which can be extremely important economically.

July catches in the albacore sport fishery in southern California waters were poor, but the outlook, according to Dr. Michael Laurs, of NMFS, appears more favorable as the season progresses. Traditionally, albacore catches are made off California, Oregon, Washington, Baja California, and British Columbia from July through October.

Of the various species of tuna, albacore brings the highest price per ton to the fishermen and is the only species that may be marketed as white meat tuna.

The record high catch for albacore by U.S. fishermen was in 1950 when 72 million pounds were taken; last year the catch totaled about 58.2 million pounds and was valued at $19.7 million to the fishermen.

Cargo Insurance, Carrier's Liability Will Undergo Study

Shipper's cargo insurance and carrier's liability will be studied at a two-day symposium sponsored by the Maritime Administration Sept. 18-19 in Washington.

The conference, covering both existing cargo insurance techniques and proposed ones, will include presentations by carriers, shippers, underwriters, admiralty lawyers, and government representatives.

Robert J. Blackwell, Assistant Secretary of Commerce for Maritime Affairs, said shipper's cargo insurance and carrier's liability have evolved through the years to serve different, but overlapping ends.

"The growth of intermodal transportation in foreign trade has brought into question the relationship between these two concepts," he pointed out.

Efforts to change the present system of carrier liability have been under way for years, he added, and are currently being addressed by the United Nations Conference on Trade and Development (UNCTAD), which is expected to recommend adoption of international standards for liability by 1975.

"The wide diversity of opinions on the subject make it advisable to provide an open forum where representatives of differing points of view can discuss the subject," Blackwell explained.

The first day's sessions will consider the existing system of cargo insurance and transporter's liability and will include presentations by shippers, underwriters, and carriers.

The possibility and desirability of changing the present system will be addressed by a panel of experts in the second day's sessions. Represented on the panel will be shippers, carriers, underwriters, attorneys, and the government.

Calendar For Businessmen

Sept. 11—Riverside, Calif.—Business Opportunity Federal Procurement Conference. For information, Mrs. Mary Riley, care of Rep. Victor V. Veysey, 4075 Main St., Suite 275, Riverside, Calif. 92502. Phone: 714-682-9233.

Sept. 14—Lynwood, Calif.—Business Opportunity Federal Procurement Conference. For information, Max Garten, Rep. Glenn M. Anderson's office, 255 W. Fifth St., San Pedro, Calif. 90731. Phone: 213-831-9281.

Sept. 19—Whittier, Calif.—Business Opportunity Federal Procurement Conference. For information, John Foote, Rep. Charles E. Wiggins' office, 225 N. Barranca St., Suite 301, West Covina, Calif. 91791. Phone: 213-332-4025.

Sept. 25—Phoenix—Business Opportunity Federal Procurement and Foreign Trade Conference. For information, Sumner T. Blake, Phoenix Metropolitan Chamber of Commerce, 805 N. Second St., Phoenix 85004. Phone 602-254-5521.

Oct. 16-17 — Chicago — Shippers' Dialogue-Mid America, sponsored by Containerization Institute and Chicago Commerce and Industry Association. For information, John T. Cassidy, 15 E. 40th St., New York, N. Y. 10016. Phone: 212-686-1824.

Science Calendar

Sept. 10-12—Boston, Mass. — Copley Plaza Hotel. Airport/Airline Security: The Value, Use, and Future of High Technology Equipment. Contact: Seminar coordinator, Poellmitz Associates, Lorusso Professional Building, Franklin, Mass., 02038.

Sept. 11-13 — Washington, D.C. — Commerce Department. Impact and Utility of International Standards. Triennial meeting of International Organization for Standardization. Contact: ANSI, 1430 Broadway, NYC.

Oct. 11-14 — Washington, D.C. — Shoreham Hotel. Techniques of Noise Control seminar of Institute of Noise Control Engineering. Contact: William W. Lang, INCE, P.O. Box 3206, Poughkeepsie, N.Y. 12603.

Oct. 15-17 — Washington, D.C. — Shoreham Hotel. National Noise Control Engineering Conference. Sponsored by INCE, Acoustical Society of America, National Society of America, National Bureau of Standards, and others. Contact: NOISE-CON 73, NBS, A147-233, Washington, D.C. 20234.

Oct. 18-20—Denver, Colo.—Denver Hilton Hotel. 28th Midwest Quality Control Conference. Sponsored by: Midwest Conference Board, ASQC Denver Section. Contact: Jerry L. Whitson, 2660 Atchison, Aurora, Colo., 80010.

Oct. 22-24 — Philadelphia — Philadelphia Civic Center. Second International Pollution Engineering Exposition. Contact: Clapp & Poliak, Inc., 245 Park Ave., New York, N.Y., 10017.

Oct. 25-26—Milwaukee, Wis.—Marc Plaza Hotel. 1973 Fall Conference of American Society for Quality Control Chemical Division. Contact: E. L. Schaut, 2401 Taylor Avenue, Racine, Wis.

Oct. 29-Nov. 2—Gaithersburg, Md. National Bureau of Standards. 6th Materials Research Symposium. Sponsored by NBS.

Nov. 27-28 — Gaithersburg, Md. — National Bureau of Standards. Conference on Automation and Productivity. Sponsored by NBS. Contact: Ed Johnsen, 921-2381.

INTERNATIONAL COMMERCE REPORT

- **New U.S.-Mexico Chamber of Commerce**
- **Report of Building Materials Mission to Mideast**
- **Trends in Spain, Saudi Arabia, Indonesia, Taiwan, Zaire**
- **Actions by nations overseas affecting trade**
- **Schedule of upcoming Commerce overseas promotions**

Tehran, Iran, Will Have U.S. Trade Center

A trade center will be opened in Tehran, Iran, on Nov. 5 by the U.S. Department of Commerce.

Announcing it, Secretary of Commerce Frederick B. Dent said: "The new trade center will help U.S. businessmen present their goods in what is emerging as one of the fastest-growing markets in the Middle East.

"Iran, in a dynamic stage of development, is actively seeking products and services — ranging from communications equipment to agricultural machinery and industrial controls — that U.S. business is uniquely able to supply.

"At the same time, our energy needs—which Iran can help satisfy —make partnership in trade between our two countries particularly advantageous."

The new center, to be located on Queen Elizabeth II Boulevard, a chief business thoroughfare, will have 1,700 square feet of exhibit space on the ground floor. Conference facilities, a businessman's lounge, and an additional 1,200 square feet of exhibition space are on the second floor of the building, which also houses the new Iran-American Chamber of Commerce.

The Tehran U.S. Trade Center will open with an exhibition and colloquium featuring equipment and instruments for health care industries, with 35 firms participating. The next exhibition, to be held in the spring of 1974, will feature displays of U.S.-manufactured business equipment.

In addition to exhibitions, the center will promote U.S. products in Iran through catalog shows, single company displays, technical seminars, businessmen's workshops and trade missions.

The United States currently accounts for slightly over 20 percent of Iran's imports. In 1972 U.S. sales there totaled $559 million, and in 1973 they are expected to be at least $650 million, including food grains; fats and oils; aircraft and spare parts; motor vehicles, parts and accessories; construction machinery; pumps, electric power machinery; and telecommunications equipment.

Other U.S. Trade Centers are located in Stockholm, Frankfurt, London, Paris, Milan, Tokyo, Sydney, Singapore, Mexico City, Buenos Aires, Beirut and Vienna. For information on use of the Tehran center call or write Donald A. Ryan, Near East-South Asia Division, Office of International Marketing-246, U.S. Department of Commerce, Washington, D.C. 20230, telephone 202-967-5506.

FOUNDING THE CHAMBER — *As Mexican Ambassador to the U.S. Jose Juan de Olloqui watches, Miguel M. Blazquez, President of the Mexican Confederation of National Chambers of Commerce, signs the constitutional document setting up the new U.S.-Mexico Chamber of Commerce in Washington. The action took place in the Mexican Embassy.*

U.S.—Mexico Chamber Of Commerce Is Established In Washington, D.C.

A new U.S.-Mexico Chamber of Commerce has been established in Washington by businessmen from both countries who have met with Mexican Ambassador Jose Juan de Olloqui.

The Chamber will initiate surveys, publish studies, and undertake educational programs to attain understanding and support for Mexican policies and positions in matters of trade in the United States. The programs will be aimed to reach the press, opinion leaders and the private and public sectors.

The United States-Mexico Chamber of Commerce is incorporated as a non-profit corporation under the laws of Washington, D. C. The Chamber is described as the first such an organization to be headquartered in Washington. Later, branch offices will be opened in key U.S. cities, and it is expected that the new organization will help to coordinate the programs of existing Mexican Chambers of Commerce in the U.S.

Active and voting membership will be open to companies of both countries doing business across the border. Non-voting membership will be open to individuals having an economic interest in both countries.

American business leaders who will serve as honorary members of the Board of Directors include Rodman Rockefeller, International Basic Economy Corp.; Mrs. Claire Giannini Hoffman, Bank of America; Nathaniel Samuels, former Under Secretary of State for Economic Affairs and presently with Kuhn, Loeb & Co.; and Harold H. Helm, Chairman, Directors' Advisory Committee, Chemical Bank of New York.

Ambassador Olloqui, who was instrumental in encouraging the establishment of the Chamber, and who will serve as Honorary President, affirmed the support of his President, Luis Echeverria, the Minister of Foreign Relations Emilio O. Rabasa, and the Ministers of The Treasury and of Industry and Commerce for the new undertaking.

Conferred with Secretary

Together with Antonio Calderon, Director General of the Mexican Industry and Commerce Department, and other Mexican leaders, Ambassador Olloqui visited U.S. Secretary of Commerce Frederick Dent, to explain the objectives of the Chamber.

The following will serve as Chamber directors until a full membership meeting can be held on Oct. 29:

Julio Faesler, Director General of the Mexican Institute for Foreign Trade; Miguel M. Blazquez, President, Confederation of National Chambers of Commerce; Carlos Yarza, President, Confederation of Industrial Chambers; Dr. Ernesto Amtmann, President, National Association of Importers and Exporters of the Mexican Republic; Ernesto Barroso, President, National Chamber of Processing Industries; Javier Martinez, President, National Chamber of Commerce of Mexico City, and Alfredo Santos, Coordinator of the Mexican Chambers of Commerce.

Also, Charles A. Meyer, former Assistant Secretary of State for Inter-American Affairs, and presently Vice President, Sears Roebuck Co.; Sol Linowitz, formerly U.S. Ambassador to the Organization of American States and Coordinator of the Alliance for Progress and presently a member of Coudert Brothers law firm; Tom Frost, Jr., President, Frost National Bank of San Antonio, Texas; Luis Corea, Vice President, The Riggs National Bank of Washington, D. C.; Howard W. McCall, Jr., President, Chemical Bank of New York, and Richard J. Mason, President, Guadalupe Industrial Supply Co., San Antonio.

DISCUSSION IN BAHRAIN—*Joseph Rossetti (right), of Allis-Chalmers, describes his firm's equipment to Mohamed Jalal (center), a leading Bahraini merchant, and one of his managers.*

'Welcome, But Where Have You Been?' Construction Trade Mission Asked

"Welcome — we like Americans and your products but where have you been?" This seemed to be the general comment of most leading merchants and government officials in five countries and eight cities visited by a recent Building and Construction Trade Mission to the Middle East.

The 12 Mission members found a genuine interest in reversing the limited U.S. presence in a market that is growing at astounding rates occasioned by increasing oil revenues in a stronghold of free enterprise philosophy. Specific opportunities were found in areas of design and consultancy, construction, maintenance and service of existing and future facilities and industrial joint ventures.

Construction projects abound in areas of housing, airports, hospitals, communications systems, universities and schools. While in some countries initial major projects such as port facilities have been or are nearing completion, development planning continues at a rapid pace.

Emphasizing the potential market for U.S. goods and services, Mahmoud A. Taiba, Deputy Minister of Commerce and Industry for Saudi Arabia, pointed out to mission members that "made in U.S.A." still represents quality in Saudi Arabia and that quality is in many cases as important a factor as price.

Time for U.S. initiative

The Mission found that U.S. building materials and equipment generally were in good demand. In the Gulf States, due to long British official presence, the first sources of supply still are predominantly British. However, contractors and merchants indicated a strong interest and desire for U.S. participation in the market particularly for highly technically designed products.

The United Arab Emirates, with its more recent increase in revenues, is just beginning to open up for high quality design services and construction supervision. "Architectural and engineering opportunities for U.S. firms should increase when one or two major buildings are built under new U.S. concepts," according to Louis McMillan, President of The Architects Collaborative of Cambridge, Mass.

While the Middle East markets are expanding at an outstanding rate, so is the competition. A number of leading Chamber of Commerce and Government officials pointed out that while there is high respect for the quality of American equipment and services, many jobs and opportunities have gone to other competing nations primarily due to their attention to the market. Some of the key suggestions made and reiterated by U.S. Embassy Officers in each of the countries visited are:

► Personal contacts—the Arab world works on personal friendship and trust. Personal attention cannot be overemphasized as a means of developing a local market for goods or services. Frequent visits and diligent followup by company representatives to their agents and customers is a must.

► A good agent—in each of the countries visited the importance of a local agent was stressed; indeed in many countries it is mandatory.

► After-sales service—successful firms in the marketplace attributed much of their success to meticulous attention to maintenance and after-sales service. This is not only necessary to meet the competition but to maintain the reputation of a product in a market which is increasingly able to demand after-sales service and parts availability as a condition of sale. Strong, on-the-ground agent support and training pays big dividends.

Mission members met with over 200 potential representatives during the trip and expect to appoint a total of 58 local agents or representatives. In most countries one agent for the country was deemed adequate. However in Saudi Arabia, because of the nature of the market, many firms appoint several agents with specific territories such as Jidda, Riyadh and the Eastern Province.

Ross P. Wright, President of Reed International Sales Co., Erie, Pa., summed it up this way: "I accomplished about 300 percent more than expected on this trip in signing agents for my products.

DISCUSSION IN JIDDA—*Theodore A. Arapoglou (left), of Arpol Petroleum, explains business objectives to Yousuf Bannan (right), Secretary General of the Jidda, Saudi Arabia, Chamber of Commerce and Chamber member Omar Badahdah.*

Alone, on a personal mission to the area, these agency contacts would have taken over three months or more, if I could have made them at all."

The Mission was comprised of 11 U.S. company executives, four of whom are presidents of their own companies. Their product and services lines included architectural and engineering planning, public utility and environmental engineering, heavy construction equipment, building materials, concrete pipe and brick, steel tools and special lubricants, household specialty equipment, communications and field product management systems. After visiting Kuwait, Saudi Arabia, Qatar, the U.A.E. and Bahrain, the mission estimates resulting sales and services at $20 million, following establishment of agency agreements.

Mission members were J. S. Rossetti, Allis Chalmers Overseas, Milwaukee; Theodore A. Arapoglou, Arpol Petroleum Co., New York; Luis Arias, Besse Overseas Corp., Alpena, Mich.; Walter Edgington, General Telephone and Electronics Sylvania, Washington, D.C.; Sebouh Toukhanian, KDT, Inc., Huntington Woods, Mich.

Also, Frank La Due, McCracken Concrete Pipe Machinery Co., Sioux City, Iowa; W. A. Cheney, Metcalf and Eddy, Boston; Hassan Abu Middain, J. I. Case Co., Racine, Wis.; Ross P. Wright, Reed International Sales Co., Erie, Pa.; Louis A. McMillan, The Architects Collaborative, Cambridge, Mass., and William S. Lord, U.S. Steel International, New York. James H. LeFeaver, Director of the U.S. Regional Trade Development Office, Beirut, was Mission Director.

Document Change

Beginning on Jan. 1 the only acceptable form of the alternate (horizontal) Shipper's Export Declaration will be Commerce Form 7525-V-Alternate-Intermodal, the Bureau of the Census has announced.

Until that time, both the old Alternate Shipper's Export Declaration, Form 7525-V-Alternate, revised Sept. 15, 1971, and the current Alternate Intermodal Form, Form 7525-V-Alternate-Intermodal, dated Jan. 1, 1971, will be acceptable. No change in the continued acceptability of the regular (vertical) Shipper's Export Declaration, Commerce Form 7525-V is involved.

National Foreign Trade Meeting To Hear McCoy

The 60th National Foreign Trade Convention will be held Nov. 12-14 at the Waldorf-Astoria Hotel, New York, with Charles B. McCoy, of E. I. du Pont de Nemours & Co., serving as chairman and keynote speaker for the international business community.

Robert M. Norris, president of the National Foreign Trade Council, sponsors of the meeting, announced that "Essentials for Restructuring the International Economic System" will be the convention theme.

Sessions and forums of the convention will be concerned, among other issues, with international monetary reform and finance; international management; foreign private investment; the balance of payments; international trade policy; East-West trade, and multinational corporate citizenship.

Sessions On China Added To East-West Seminars

Briefing sessions on doing business with the People's Republic of China have been added to a series of East-West trade seminars in New York, Sept. 25-27; Chicago, Oct. 29-31; Los Angeles, Nov. 27-29, and Atlanta, Dec. 12-14.

The newly-established National Council for U.S.–China Trade is co-sponsoring the sessions with the Washington-based International Management and Development Institute. Speakers will examine the role of the next two Canton Trade Fairs as a means of evaluating and entering the China market.

For further details see story in *Commerce Today*, Aug. 20, Page 34, or write: Nancy Joseph, International Management and Development Institute, Watergate Office Bldg., Suite 905, 2600 Virginia Ave., N.W., Washington, D.C. 20037.

Trade Fairs, Centers

Mexico, Paris, Milan Shows Are Seeking U.S. Exhibitors

U.S. exhibitors of micrographics equipment and supplies and packaging machinery and equipment are being sought for Commerce Department-sponsored exhibits in Mexico, France and Italy.

Packaging Machinery and Equipment: Mexico. Growing Mexican demand for prepackaged consumer goods offers a continually expanding market to U.S. producers of packaging machinery and equipment. To help American firms take advantage of this opportunity, the U.S. Department of Commerce will stage an exhibition of packaging machinery and equipment at the U.S. Trade Center in Mexico City, Nov. 26-30.

Mexican buyers regard U.S. packaging equipment and technology as the best available and in 1971 U.S. packaging equipment accounted for 75 percent or nearly $11 million of total Mexican packaging imports. The only other important competitor in the market is Germany with 9 percent.

Research shows that the strongest surge in packaging growth appears likely to occur in the food and canning sector. In the first 8 months of 1972 production of canned goods rose 17 percent, and total 1971 output was valued at $290 million.

At the previous packaging machinery and equipment show, held at the Mexico City Trade Center in February 1972, there were 35 exhibitors who reported off the floor sales of $756,700.

U.S. companies interested in this exhibition may obtain additional information from the U.S. Department of Commerce, BIC-242, Washington, D.C. (202-967-5040), or from any Commerce Department district office.

Micrographics equipment and supplies: France. The U.S. Department of Commerce will sponsor an exhibition of micrographics equipment and supplies at the U.S. Trade Center in Paris, Dec. 3-7, to help U.S. producers increase their share of the rapidly rising French market.

Sale of micrographics equipment and supplies in France are expected to rise from $9.5 million in 1972 to $16.5 million in 1976, according to market research conducted by the Department's Bureau of International Commerce.

Imports, over 50 percent of which come from the United States, are expected to be about $10.5 million in the latter year.

The principal market for micrographics in France lies in the commercial sector, which accounts for 40 percent of total sales, followed by industry which accounts for 35 percent. Governmental purchases account for approximately 15 percent of the market, but as plans for modernization are implemented it is expected that government use will increase.

The major U.S. competition in the French market comes from German manufacturers, including AGFA Gavaert and Microbox, who account for about one third of French micrographic imports. However, generally speaking, U.S. micrographic products have a strong reputation for superior technology and design that counterbalances price competition from other suppliers.

BIC market research indicates that products with the highest sales potential in France are: 16mm. rotary cameras, readers, readers/printers, duplicators, computer-Output-Microfilm (COM) devices, and supplies.

An extensive promotional program prior to the exhibit opening will include advertising and direct mail, press conferences, and personal calls by Trade Center personnel on key purchasing and specifying executives.

U.S. companies interested in participating in the exhibition should contact their nearest U.S. Department of Commerce District Office or call the Commerce Department in Washington, D.C. (202-967-3748).

Industrial & Commercial Security Equipment: Italy. Italy's industrial expansion has created problems which can best be remedied by the use of advanced security systems and concepts. As in the United States, firms which formerly relied almost exclusively on insurance have found premium costs prohibitive unless other protective measures are taken to combat these problems.

To help meet this demand, the U.S. Trade Center in Milan has scheduled a Feb. 19-23 exhibit of U.S. industrial and commercial security equipment, featuring: intrusion detection and alarm systems; fire detection and alarm systems; communication equipment; automatic sprinkler systems, remote control exit and entry systems, personal identification equipment and systems, electronic locks and systems; fire communications equipment; and specialty firefighting equipment.

The recent currency revaluation coupled with an Italian inflationary rate which has been double that of the U.S., have made American goods far more competitive in the local markets. Also, since January the dollar has depreciated about 25 percent relative to the currency of Germany, the leading competitor for U.S. computer firms in the Italian market.

For details, contact the nearest Commerce Department District Office, or call Mara Yachnin at 202-967-4605. Her mailing address is DIBA-228, U.S. Department of Commerce, Washington, D.C. 20230.

Data and Telecommunications Equipment: Italy. With 4,200 computers installed, Italy ranks fourth among the nations of Europe. This represents a 400 percent increase in just seven years. Leading trade sources indicate that overall demand for computers and computer-related equipment in Italy will triple over the next five years, with U.S. equipment and services expected to dominate the market which now amounts to nearly $300 million annually.

To help meet this demand, the U.S. Trade Center in Milan has scheduled a May 14-18, 1974 exhibit of U.S. data and telecommunications equipment, featuring: minicomputers, computer CRT terminals and display systems, data transmission systems, data entry systems, data converters, programmable terminals, conversational terminals, source entry terminals, facsimile terminals, keyboards, printers, data sets, controllers, multiplexers, data channel expanders, acoustic couplers, optical scanners, computer output microfilm, data plotters, graphic data systems, card punchers and readers, radio telephone equipment, transducers, wide-band data recording equipment, mobile FM receivers and transmitters, telecommunications testing and measuring equipment, data modems, magnetic tape, tape readers and handlers, and sub-assemblies for telecommunications equipment.

The Italian economy is expected to grow by five percent in real terms in 1973, with the GNP reaching a level of around $130 billion. The rate of inflation is currently running at about nine-ten percent, much higher than the U.S. rate.

The Italian Government is planning to spend about $3.5 billion in the telecommunications sector over the next three years.

For details, contact Alan O. Maurer at 202-967-2434, or write him at DIBA-228, U.S. Department of Commerce, Washington, D.C. 20230.

ILLUSTRATING VERSATILITY—*At recent U.S. Trade Center show in Mexico, Victor Vidaurre (right), manager, Latin American sales, Paper Converting Machine Co., explains broad range of packaging that can be made on his company's machinery.*

Paper Production, Conversion Equipment Sells At Mexico Center

Control and testing instruments, a variable speed motor, welding maintenance equipment, and conversion equipment drew special interest early this summer at the U.S. Trade Center Pulp & Paper Production & Conversion Equipment Exhibition in Mexico City.

Registered attendance at the show was 639, representing 494 companies. Twenty-eight participants representing 40 firms—22 of them new to the Mexican market. These new-to-market companies estimate their sales in the next 12 months at $1.3 million. Total floor sales during the exhibition reached $142,200. Three representatives were appointed.

General Nailing Machine Corp., was perhaps the largest crowd-getter in the show. Exhibiting three boxmaking machines, this new-to-market company found both a strong end-user market and considerable interest among prospective representatives.

Another new-to-market company, Williamson Corp., successfully introduced its brand of infrared thermometers into the Mexican market. The local representative of Williamson said that the transparent projection screen provided by the Trade Center "added action at the stand."

Converting Machinery International came out of the show with 17 leads, a sales representative, and the likelihood of a joint venture arrangement within the next year.

Mexico Invites Silversmiths To Silver Fair In December

The Mexican Government is inviting silversmiths to participate in a World Silver Fair, to be held in Mexico City and Taxco, Dec. 2-12.

The Fair aims to present current worldwide artistic manifestations in silver. Pieces should be original and worked in not less than 75 percent silver (925 sterling). There will be two categories: silverwork (useful or ornamental), and traditional or modern jewelry. Any craftsman, designer or artist, whether Mexican or foreign, may contend in either category for monetary awards, as judged by an international panel.

Send applications to: Comite Organizador de la Feria Mundial de la Plata, Patriotismo No. 691, Mexico 19, D.F.

AT FINAL EXHIBITION — *Two officials of the Diamond Trading Co., at left, examine electric sirens shown by R. R. Lewin (right) vice president for marketing, NTM Kolin Industries, Inc., and the firm's president, J. N. Kolinsky. The action took place at the final show at the London U.S. Trade Center site on St. James's St.*

London Trade Center, Relocating, Closes Old Site With Smash Hit

The final exhibition at the site of the first overseas U.S. Trade Center was a fitting tribute to the twelve years of accomplishments of the London Trade Center in support of U.S. exports.

Established in 1961, the London Trade Center will relocate at a more modern facility at 4/5 Langham Place, opening in February or March.

The Industrial and Commercial Security Equipment Exhibition, the closing event at the St. James's Street facility, will rank as one of the major success stories of the entire trade center program. Forty participants, representing 57 U.S. firms, featured the latest security equipment, and attracted an audience of 2,238 major users, security-related companies, and U.K. Government representatives. The show produced off-the-floor sales of $6.2 million, 12-month projected sales of $33 million, and second year estimated sales of $51 million —a total of more than $90 million.

Of the 57 exhibiting U.S. companies, 41 were new-to-market, and one new-to-export. Representation agreements, signed or under negotiation, involve 130 agents/distributors, 6 licenses, and 5 joint ventures.

The American Embassy in The Hague and the American Chamber of Commerce in The Netherlands organized a fully-booked charter flight of 93 Dutch and other businessmen to the exhibition. The delegation was led by American Ambassador to the Netherlands, J. William Middendorf II. Total attendees from outside the U.K. topped 300, from 28 nations.

A one-day seminar featured speakers from the U.S. National Crime Prevention Institute, the Institute of Criminology at Cambridge (U.K.), and specialists from U.S. companies. A standing-room-only audience of 218 attended the symposium.

By providing improved trade center facilities in London, the Department of Commerce hopes to assist U.S. industry to meet the challenge offered by Britain's new economic expansion.

Anti-Pollution Firms Get Agents At Mexico Show

All 29 of the new-to-market firms which were looking found a Mexican representative at the June 25-29 exhibit of air and water pollution control equipment at the U.S. Trade Center in Mexico City. Eleven were appointed on the spot and 20 more should be concluded in the coming year.

Thirty-six of the sixty-one U.S. firms exhibiting their goods were new to the Mexican market, and twelve of them had never exported before. These newcomers accounted for almost all of the $68,000 in off-the-floor sales, and expect to make more than $2 million in additional sales during the coming year.

Neptune Microfloc, a new-to-market exhibitor of municipal and industrial wastewater treatment equipment, estimates that $100,000 in sales will result from its participation. "The number and quality of the contacts we made could not have been better," said the Neptune representative. "We were able to sign two licensees, and we expect some immediate business in Mexico."

REM Scientific, a new-to-export Santa Monica firm with sales of less than $1 million per year, made $5,000 in off-the-floor sales and expects to sell another $60,000 of its air and water analysis and treatment instruments in the next twelve months. "I feel the Trade Center did an exceptional job of organizing and promoting this show," the REM representative said.

Ajax International of Santa Barbara, a new-to-market firm, found interest in its reverse osmosis water treatment systems so high that it held a special seminar in the Trade Center lounge one morning, and reported $500,000 in expected sales during the coming year.

Worldwide Business Outlook

Spain's Economic Situation: Dynamic, But Overheating

Spain's business cycle, which touched bottom sometime in the summer of 1971, has continued on an upward trajectory ever since.

While there is a possibility that the curve may begin to flatten somewhat towards the end of this year or the beginning of next, the current economic situation is described by the U.S. Embassy in Madrid as dynamic and prosperous, but tending to be overheated.

High growth rate

GNP growth in 1972 was 7.5 percent, 3 percent higher than in 1971. The 1973 growth rate should continue at this same high level, though the expansion may taper off in response to governmental monetary measures at year's end.

The booming external sector has led to the accumulation of nearly $6 billion in international reserves, which is reaching the excessive stage and giving cause for worry. In an effort to arrest these pressures the government has announced plans for a significant import liberalization and tariff reduction program.

This should have the added benefit of combating inflation, a very serious problem. The current annual rate of increase in the consumer price index is 10 percent and shows no signs of abating. The higher GNP growth rate of Spain perhaps compensates for its slightly above-average inflationary rate.

A rather profound reform of the tax system which would raise government revenues is being talked about. However, no specifics or implementation date are yet known. Also still up in the air is the question of the revision of Spain's Preferential Agreement with the European Community. The hope is to negotiate a new arrangement before the end of the year. Whether this will be possible remains to be seen. However, a free trade area in industrial products will undoubtedly eventually develop.

When international money markets became highly unstable in February the Spanish authorities decided once more to maintain peseta-gold parity as they had done in the earlier currency realignment of December 1971. The earlier dollar devaluation and the associated Smithsonian Agreement resulted in an effective appreciation of the peseta against the currencies of Spain's 27 main trading partners of about 3 percent, and of 8 percent vis-a-vis the United States.

February realignment

The subsequent February 1973 alignment provided for a cumulative trade-weighted appreciation of the peseta of 6.5 percent as of mid-April, based on May 1, 1971 parities. In respect to the dollar, as of the same date the peseta had appreciated about 21 percent.

The Government of Spain felt obliged, following the second devaluation, to take measures that would alleviate the inherent problems generated for its exporters. These were comprised of the establishment of an officially-sponsored exchange risk insurance program and compensation to exporters for exchange losses suffered on unpaid sales contracts written in dollar terms prior to Feb. 9, the date of the implicit revaluation of the peseta.

U.S. Department of Commerce statistics reveal that U.S. exports to Spain rose 48 percent in 1972 over 1971, thereby making Spain our tenth best customer worldwide as compared to sixteenth best in the earlier year.

The trade advantage deriving to U.S. exporters from the currency realignments is substantial and probably acounts at least in part not only for the foregoing trade development, but also for the increase in the share of the Spanish import market that the United States has obtained. In the second half of 1971 this share was 14.5 percent as compared with 15.8 percent in 1972 and 16.6 percent in the first quarter of 1973.

These data (from Spanish sources), of course, do not yet reflect the effects of the second dollar devaluation. It would seem reasonable to expect a 1.5-2 percent market share improvement from the second dollar devaluation, which would conservatively project the United States up to an 18 percent share. Inasmuch as Spanish imports in 1972 totaled $6.6 billion and will probably grow about 20 percent in 1973, they should reach $8 billion by year's end. Assuming a gradual buildup to an 18 percent U.S. market share, this would signify U.S. sales to Spain on the order of $1.4 to $1.5 billion in 1973, or a 40 percent increase over the previous year.

Factors involved

Other factors, such as a healthy demand for imports and a liberalization of the import quotas and tariffs will also play a role in this increase, but these factors would apply equally to all countries selling to Spain and would have no effect on the U.S. market share increase. This latter would be attributable to the currency realignment factor and the virtually unique trade advantage thereby devolving on U.S. exporters to the Spanish market.

Various Spanish Ministers, other Government figures, and Spanish press commentary frequently emphasize the fact that Spain runs a trade deficit with the United

States. They point to the fact that in 1972 the trade deficit with the United States ran to $360 million, an increase of more than $100 million over the past year.

All of this is true but it is only part of the story. Other aspects include the fact that the 1972 trade deficit that Spain ran with the United States is more or less the average such deficit for the past five years and therefore does not represent any change in absolute terms; in fact, in 1969 and 1970 the trade deficits for Spain with the United States were even higher than in 1972.

Improvement for Spain

In relative terms, the 1972 bilateral trade balance represents an improvement for Spain since the percent coverage of Spain's imports from the United States by its exports to the United States has improved from 44 percent in 1969-70 to 64 percent in 1972. In other words, Spain in this sense has an improving trade position vis-a-vis the United States.

However, one must look at the overall balance of payments situation between the two countries in order to appreciate their total economic relationship. The Embassy accordingly analyzed both trade and other financial flow data, which although approximate and estimative does nevertheless give a general idea of the trends and magnitudes. This analysis reveals that Spain had a favorable balance of payments with the United States amounting to $134 million in 1971 and $202 million in 1972. It is clear therefore that the $360 million Spanish trade deficit with the United States in 1972 is more than made up by inflows from tourism, capital movements and other invisibles.

Although all the arrangements have not yet been finally approved there seems little doubt that Ford will invest $250-$350 million in a new automobile plant near Valencia. It is said that plant production capacity will be 240,000 vehicles a year, of which two-thirds will be exported. The plant will employ 8,000 workers and production will begin in 1976.

The Ford decision responded to a favorable change in government regulations regarding foreign investment in the automotive sector. Also undoubtedly playing a role is the lower-cost, ample supply of skilled labor which is available in Spain, together with a relatively low level of labor unrest.

The prospects of eventual Spanish integration with the EEC add to the desirable characteristics of Spain as a base for automotive production. Production in 1972 was 600,000 units and is forecasted to reach a level of 1.4 million units in 1977.

In addition to Ford, British Leyland, as well as other automotive manufacturers, are looking into the possibility of large-scale investments in Spain. The satellite automotive components industry is also bound to expand as both foreign and domestic entrepreneurs enter this growth industry.

Andean Market Sets 1973 Work Program

The Andean Common Market (ANCOM) Secretariat presented its work program for the remainder of 1973 to the Commission at a meeting in Caracas. General economic, trade and industrial development programs were discussed and tentative target dates were set for specific actions. Among the more important developments were preparations for Venezuela's participation in the trade liberalization program and for the application of the Common Minimum External Tariff in that country.

Steps must be taken to incorporate Venezuela into the Sectoral Programs of Industrial Development, including the Metal-Working Industry Sectoral Program already in effect. The assignment of metal-working industries to individual countries will have to be revised to allow Venezuelan participation.

Information on the Metal-Working Sectoral Program is available on a loan basis from the Department of Commerce, OIM, LAD, Washington, D.C. 20230 (BIC-242).

Other developments

Three additional Sectoral Programs are to be prepared by November; petro-chemical, chemical fertilizer and automotive industry programs. No firm dates have been established for presentation of other Sectoral Programs. However, the Secretariat will continue to work on proposals for synthetic/organic dye-stuffs, metallurgy, pharmo-chemistry, fine chemicals, and paper and cellulose. Preliminary studies are to be undertaken in the following fields: glass, synthetic fibers, professional electronic equipment, office equipment, optical equipment, electro-medical equipment, naval construction, pesticides and textiles.

A special proposal for ANCOM policies on technology transfer and development is to be presented in December. In the infrastructure field, a proposal for a basic road network and related financing is to be made as a follow-through to the Andean road transport agreement already signed. Efforts are to be made to intensify trade in agricultural products among the ANCOM countries, and special studies on animal and vegetable fats and oils, meats, wheat, rice, corn, cotton, fruits and milk products will be undertaken.

The *Carta Informative Oficial*, the only current periodic publication issued by the Secretariat, can be obtained from Unidad Administrative, Junta del Acuerto de Cartagena, Casilla 3237, Lima, Peru. Economic and social legislation is published on a subscription basis. The 1973 subscription rate for six issues of the publication and a binder is $19.

U.S. Is Getting A Growing Share Of Saudi Arabia's Buoyant Market

Saudi Arabia is entering a period of sustained economic boom, reports John Nesvig, Commercial Attache at the U.S. Embassy in Jidda.

With oil income increasing faster than it can be spent, many large government projects previously postponed due to a shortage of funds are now proceeding apace. The resulting boom is affecting all levels of the Saudi economy, with experts predicting continued rapid expansion in the economy, and in imports, for the indefinite future.

Key to growth

With world oil demand rising faster than producers can expand capacity, and with Saudi Arabia enjoying some of the world's largest oil deposits, the only real factor inhibiting growth of the Saudi economy is the ability of the government machinery to spend its rapidly-growing revenues.

Actual spending has not kept up with rapidly-rising revenues. This situation has made it possible for the government to resurrect a number of large expensive projects, such as the new $200-million-plus Jidda Airport, and to begin implementing them.

While some small local industries are already in production, most of Saudi Arabia's development and consumer requirements must still be imported. This applies both to goods and such services as construction, consulting, and the management of complex systems. Approximately 70 percent of Saudi Arabia's expenditures are translated into imports. The sharp rise in development spending produced a 61 percent jump in 1972 imports over 1971 levels.

U.S. sales have increased even more rapidly than the total market has grown. Compared to 1971 levels, U.S. firms increased their 1972 sales by 85 percent and their share of the total import market by 5 percent. A recent lowering of import duties—by as much as 50 percent on such big-ticket consumer items as cars—will tend to make U.S. products even more competitive.

Combined with the recent dollar devaluation, this should enable U.S. firms to enter product areas in which they formerly were uncompetitive. It is likely that U.S. goods will achieve a market penetration in 1973 even greater than the nearly 25 percent share reached in 1972.

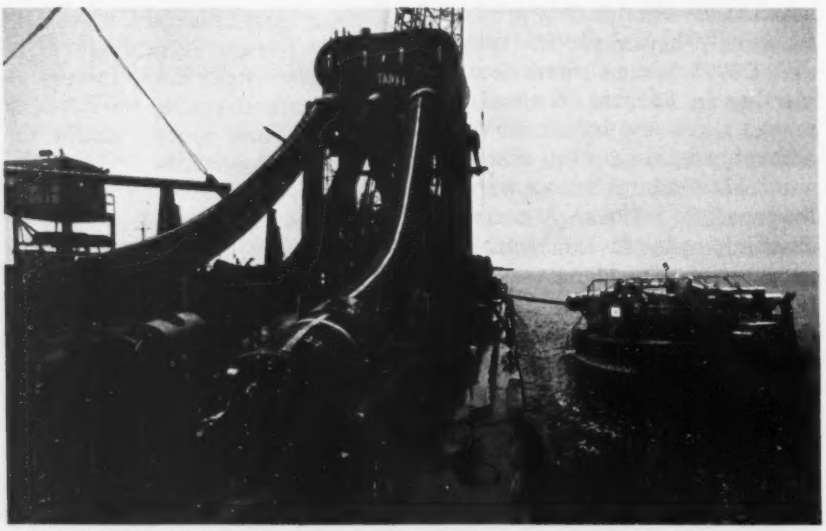
Saudi Arabia possesses huge quantities of inexpensive energy in the form of gas. At present this is mostly either flared or untapped. As world energy requirements increase and costs skyrocket, a number of companies have begun to seriously investigate the possibility of producing such "energy intensive" products as aluminum and steel in Saudi Arabia. With virtually unlimited supplies of cheap energy available and the present government policy of encouraging and participating in industrial investments, a number of large industrial projects should begin within the next two years.

On a smaller scale, the economic boom has both placed investment capital in the hands of local entrepreneurs and increased the market for a variety of goods to the point where it is feasible to consider producing a wide variety of consumer items in Saudi Arabia. As is the case with the government, Saudi private businessmen, although they do not lack capital, prefer foreign investment in industrial projects to ensure the necessary technical and management expertise to make the project successful.

It it difficult to think of a product area in which there are not significant sales opportunities for U.S. exporters.

Consumer items, construction equipment and materials, communications, medical equipment, services, management—these all represent good, and growing, markets for firms willing to devote the effort required for success in the Saudi market.

With government agencies beginning to standardize on one supplier for their requirements, and with consumer spending increasing rapidly, now is the time for U.S. firms to take a serious look at Saudi Arabia—a market which in 1972 represented the fastest-growing export market for U.S. products.



SAUDIS EXPAND CAPACITY — *A submarine hose is moved into place at Aramco's new oil-loading terminal in the offshore Zuluf field (photo courtesy Aramco).*

Time Is Ripe For U.S. Suppliers To Improve Standing In Indonesia

The economy of Indonesia continues to develop. As a market for American goods and services it is expanding.

Joseph A. Harary, Commercial Attache at the U.S. Embassy in Jakarta, advises American businessmen that this is an ideal period to multiply their efforts to further expand the U.S. share of this market. The monetary realignments have placed American goods in a strong competitive position, particularly against Indonesia's two main suppliers, Japan and West Germany.

Harary's opinion

In comparison with products of the latter two countries, American goods have lower prices and more often than not are believed to be of better quality. Harary is of the opinion that American exporters should take advantage of this situation now.

The foreign trade of Indonesia has continued to increase, reaching a total of $3.5 billion in 1972 compared with $2.7 billion the previous year, a rise of 31 percent. Exports increased from $1.4 billion to $1.9 billion, a rise of 37 percent, nine-tenths of which was due to larger shipments of petroleum and timber. Imports moved from $1.3 billion to $1.6 billion, an increase of 26 percent. Indonesia had a favorable balance of trade in 1972 of $259 million, compared with only $90 million in 1971.

As in the past several years, capital goods and raw materials took up three-fourths of total imports in 1972. This is helpful to U.S. exports since capital goods represent the larger part of our commercial shipments to Indonesia.

Total U.S. exports in 1972 to Indonesia reached a new record of $307 million, compared with $262 million in 1971, an increase of 17 percent.

It is significant that American commercial exports to Indonesia have continued to advance at a faster rate than total U.S. exports there. Of the $307 million achieved in 1972, exports under U.S. assistance programs amounted to $145 million, an increase over the $139 million of the previous year. On the other hand, commercial exports rose to $162 million, an increase of 30 percent over 1971.

For the first time in the last five years, U.S. commercial exports exceeded those under our various assistance programs to Indonesia. This clearly indicates that U.S. companies can improve their export position in Indonesia if they exert more effort.

While many items registered substantial increases in 1972, the rise in machinery and transport equipment was marginal, about $250,000—both years being at the $117 million level. Among products that registered substantial increases were: construction and mining machinery, chemicals, electrical machinery, aircraft and parts, seamless steel tubes and pipes, paper and paperboard, and electric tubes.

On the other hand, there was a drop of 41 percent in shipments of road motor vehicles and parts; exports in 1972 amounted to $13.8 million as against $23.6 million in 1971. This was clearly due to a lack of adequate financing, since the demand for motor vehicles in Indonesia has continued to expand. It is significant in that regard that one major American automotive company, whose distributor was able to acquire the necessary credits, expanded sales by several million dollars. Extremely heavy stocks were shipped in 1971, and it is only recently that inventories have dropped appreciably. From all indications, more imaginative efforts by U.S. automotive companies can lead to sizable increases in shipments to Indonesia.

Other products which declined were power generating equipment, agricultural machinery, electric power machinery and metal structures. For the latter, this was due to the more aggressive marketing and competitive prices of Singapore firms. For the others, it was the additional handicap of unusually long deliveries which discouraged potential buyers.

It is useful to keep in mind that besides direct shipments from the United States to Indonesia, a variety of American goods, particularly heavy equipment and parts, enters through Singapore, Hong Kong and other areas of the Far East, where American companies keep stocks for regional distribution. It is difficult to have a precise figure for these shipments, but Harary estimates that they amounted to between $30 million and $50 million for 1972.

U.S. imports from Indonesia increased substantially in 1972, reaching $278 million, a rise of 37 percent.

Expanding development rate

Notwithstanding the difficulties caused by the world-wide shortage of rice, and the need for Indonesia to import sizable tonnages commercially and at sharply increased prices, the economy of this country is continuing to progress. It is moving now into an expanding rate of industrial development. This is creating an increasing demand for capital goods of all kinds, a sector in which the United States is strong, particularly since American products in general continue to enjoy a favorable reputation in Indonesia.

As in the past few years, the United States continues to have substantial economic assistance programs in Indonesia. As noted earlier, these generated U.S. exports of $145 million in 1972. Actual obligations for fiscal year 1973 (July 1, 1972 to June 30, 1973)

amounted to $233.7 million. For the 1974 fiscal year it is expected that U.S. assistance to Indonesia will continue at about the same high level.

Under a U.S. program loan of $75 million, imports into Indonesia of a broad range of products, mostly from the United States, are encouraged. Both the Indonesian importer and the American exporter derive additional benefits from this program. Instead of paying cash for the transaction, the importer can delay for three months the payment which previously had to be made before opening the letter of credit. This is done against a charge of one-eighth of one percent.

Beside this facility the importer also benefits from a rebate in his rupiah payment, from which he recovers about 15 percent of the initial cost after the goods enter Indonesia. On the other hand, the American supplier is paid within a matter of days by AID after his shipping documents are ready.

Broad range of products

A broad range of American products can find a market in Indonesia. U.S. machinery and equipment have always been popular here. Among the many U.S. products for which there is a good demand in this country are: construction and mining machinery; commercial vehicles and parts; chemicals; pumps and parts; electrical machinery; aircraft and parts; agriculture tractors and parts; mechanical handling equipment; steel tubes and pipes; heating and cooling equipment; paper and paper products; and measuring and control instruments.

The above does not include scores of American items which are being shipped to Indonesia but whose volume is still relatively small.

Since it started in 1967, private foreign investment has continued to expand. To the end of March, 540 non-oil projects calling for planned capitalization of $1.9 billion had been approved by the Government. Of these, 79 were those of American companies with total capitalization of about $450 million. The United States is the largest foreign investor in this country.

In addition, 51 oil exploration contracts with foreign companies have been signed. These call for tremendous expenditures. Oil is the fastest growing sector in Indonesia; petroleum shipments amounting to some $993 million represented about 55 percent of total 1972 exports, and are expected to exceed $1.4 billion this year, taking up more than 60 percent of a much larger export aggregate.

Big oil expenditures

The oil companies spent $271 million in 1972. This year's expenditures are projected at $455 million, not including two LNG projects involving two American companies, Mobil and Roy M. Huffington, Inc., which call for expenditures of about $2 billion.

The United States is a prime supplier of equipment for the oil industry—whether it is, as an example, seamless pipe, whose shipments more than doubled between 1971 and 1972, moving from $2.1 million to $4.8 million, or more sophisticated equipment.

Mining projects, either in progress or starting soon, require hundreds of millions of dollars of equipment which the United States is in a favorable position to supply.

Domestic investments have also grown apace. Through March, the Government had approved 1,387 projects with planned capitalization of $1.9 billion. These projects will require $1.3 billion in imports, mostly machinery or equipment.

American companies considering the Indonesian market for the first time should be aware that selling in Indonesia is somewhat more difficult than in other countries. While progress is being made, sources for readily useable information are still inadequate. Time is required to make contact and to secure the needed information. Thus, in order for a business visitor to obtain results, he must plan to spend at least several days in Jakarta, the country's import center, and allow additional time if he plans to visit other Indonesian cities.

In the last year the United States lost sales either because American companies had extremely long delivery periods or simply indicated that their production was taken up by the domestic market and other foreign countries. American companies are also handicapped by the lack of flexible financing. Credit may be the decisive element in conclusion of sizable transactions; U.S. competitors appear to be more responsive to this need.

Several U.S. companies are currently cooperating more closely with their Indonesian distributors not only in offering technical and market assistance, but also in helping with credit. This has resulted in larger sales. Harary hopes that many more American companies will follow suit.

Venezuela Creates Unit To Coordinate Tourism

Venezuela's tourist industry has been declared a public utility and placed under the jurisdiction of a single corporation.

The corporation will supervise hotels, restaurants, tourism development projects, and tourist agencies and guides, as well as tourism promotion efforts. It will also administer tourist entry procedures (tourist cards will be required), and income and capital tax exonerations for investment in tourist facilities, beaches, and some travel and recreation facilities.

It is hoped the law will give impetus and coordination to the tourist industry. Some questions of jurisdiction in relation to other ministries remain to be ironed out as do some of the working relationships with private enterprise.

Taiwan's Boom, New Import Policy Help Account For Soaring U.S. Sales

U.S. sales to Taiwan jumped nearly 50 percent in the first half of this year. The U.S. Embassy in Taipei attributes this spectacular rise primarily to Taiwan's booming economy and the government's policy of encouraging imports from the United States.

All sectors of the economy are participating in the upturn. Economic growth, propelled by an investment boom and continually buoyant foreign trade, should surpass the 11 percent mark in real terms for the fourth year in a row.

Unfortunately, the boom, in conjunction with higher import costs and a rapidly expanding money supply, has placed the price structure under severe pressures, and the consumer price index is expected, at a minimum, to increase 7 percent or more for the year.

Rising incomes and large capital investment projects increase the market potential for U.S. products. Natural market conditions are being reinforced by a government policy to encourage imports from the United States in order to decrease the trade deficit between the two countries.

Facilitating trade

The removal of almost all import restrictions as an anti-inflationary measure should also facilitate increased trade, although very high tariff barriers, especially for consumer items, detract from the overall efficacy of this measure. Nevertheless, non-tariff barriers are few and monetary realignments over the past two years have lowered, and in some instances erased, price advantages formerly enjoyed by other competitors.

U.S. suppliers to Taiwan will have still another advantage over the competition beginning in the spring of 1974, when a trade center is to be opened in Taipei. Commerce Secretary Dent, during a July 20-24 visit to Taiwan (see *Commerce Today*, Aug. 6), announced that Commerce is tentatively planning an Industrial and Scientific Instrumentation theme for the opening event and has tentatively scheduled five trade center shows for 1975.

Substantial gain

Exports from the United States to Taiwan showed a very substantial 49.5 percent increase in the first half of 1973, a trend expected to continue through the remainder of the year.

Although a breakdown of first-half figures by import categories is not yet available, five-month figures from January through May provide interesting insights into trends in the first half. Especially strong growth was recorded in U.S. exports of plastic materials (up 290 percent), livestock products (190 percent), metal products (108 percent), and electrical and electronic equipment and apparatus (104 percent).

However, caution must be exercised with respect to the growth rates for the first three items, since they are derived from very low bases and large price rises, primarily for plastics and metals, account for a significant proportion of the increase.

On the other hand, the large growth in exports of electrical and electronic items is highly encouraging and could demonstrate a shift in source of supply from Japan to the United States due to cost factors.

Number one U.S. export

Farm products remain the number one U.S. export to Taiwan, accounting in the first five months for 28 percent of the total. This was followed by electrical and electronic equipment (21 percent) and machinery (10.5 percent). The latter showed a strong growth rate of 34 percent and is in contrast to a 12 percent decline in Japanese

TAIWAN IS IN A BUYING MOOD — *Visitors listen to exhibitors' explanation at General Binding Corp. booth during an Industrial, Business & Scientific Equipment Show in Taipei. The U.S. plans to open a Trade Center there next spring.*

shipments of machinery to Taiwan during this period.

However, strong competition in this area is seen from Germany where machinery exports to Taiwan jumped 60 percent in the first five months of 1973. Continued Deutschemark appreciation could dampen this trend.

With the very large growth registered by U.S. exports, the U.S. market share increased in the first half from 22.2 percent to 24.9 percent.

Although this lags behind the 38.2 percent held by Japan, indications are the U.S. share should steadily expand over the next several years.

Large-scale industrial projects, especially in the petrochemical field, will provide opportunities for sales of construction materials and process equipment. The interest of U.S. investors in this area as well as the large U.S. Eximbank exposure increases the potential volume for U.S. exports.

Large investments in other capital intensive industries such as automobile production and metal fabricating should also provide a significant market for capital goods of U.S. origin.

Continued rapid growth of Taiwan's electronic industry—over four million TV sets and eight million transistor radios will be assembled in 1973—will also continue to provide an excellent market for components, materials, testing equipment, and related products.

As in the past, this dynamic economy continues to offer dynamic market potentials.

Taiwan continues to offer outstanding opportunities for investors, especially those in advanced technical fields. According to a recent study by a team of U.S. experts, electronics, electrical engineering, and light machinery have the best potentials for new investment.

Specific electronic categories include: computer peripherals and terminals, mini-computers, integrated circuits, passive electronic components, and pocket calculators.

In the electrical engineering and machinery industries, circuit breakers, miniature motors, packaging machines, automobile repair equipment, testing instruments, and automatic control machines were among those mentioned.

Although there have been no changes in investment laws and regulations, indications are that there will be more rigorous screening of investment applications. Those not employing new production techniques or advanced technology will be discouraged. Small-scale investment and simple processing operations will also be carefully scrutinized in the future.

More advanced stages

As Taiwan's economic development moves into more advanced stages, the role of light, labor-intensive industry is expected to decrease. Already pockets of labor shortages have appeared in certain areas, and many industries have been forced to raise wages significantly in order to retain or recruit workers.

Nevertheless, new investors meeting the more strict criteria remain welcome. Incentives such as tax holidays and unrestricted profit remittances add to the attraction of investing in an expanding economy.

New investors should especially consider Taiwan as a production base for trade with other Pacific countries. All portents show that the Pacific Basin will be the outstanding area for trade and economic growth in the 1970's. The most dynamic expansion in Taiwan's exports this year has been with Japan and Southeast Asia as well as the E.E.C. Continuation of this trend would provide an excellent opportunity for U.S. multinational firms based in Taiwan to share fully in the region's dynamism.

Hong Kong Mission Seeks U.S. Suppliers

A 15-man selling/purchasing mission sponsored by the Hong Kong Trade Development Council (HKTDC) will visit Los Angeles Sept. 10-14, Atlanta Sept. 17-18, Chicago Sept. 20-21, and New York Sept. 24-28. The mission will be divided about equally between trading firms and manufacturers.

Although primarily interested in finding new buyers for Hong Kong wares, some mission members are also seeking sources for the following products: honey, fresh eggs, frozen chickens, canned abalone, biscuits, other canned/bottled foodstuffs; sorbital; lithopone, zinc oxide, titanium dioxide; zinc alloys; florist supplies; silicon and germanium diodes and transistors, semiconductors, switches, integrated circuits, carbon film resistors, rod antennas, electrolytic and ceramic capacitors, ferrite bars, volume controls, loudspeakers, digital clock movements, potentiometers, oscilloscopes; and wood-free writing paper, offset printing paper, carbon paper.

Interested U.S. manufacturers are requested to arrange appointments with mission members through one of the following HKTDC branch offices: Los Angeles, Mr. Leung (tel. 622-3194); Chicago, Mr. Kwong (tel. 726-4515); New York, Mr. Ma (tel. 582-6610).

Insurance Companies In Peru Must Meet Ownership Quota

All insurance and reinsurance firms operating in Peru, except branches of foreign firms, must convert to national firms by June 30, 1974, in accordance with Decree Law No. 20088. A national firm is one in which national ownership is 80 percent or more. The decree also provides that any new insurance or reinsurance firms must be totally Peruvian, in accordance with Article 42 of the Andean Foreign Investment Code.

Zaire's Budding Market Offers High Profits To Hard Workers

Doing business in the Republic of the Zaire is a challenge to U.S. businessmen. It is a challenge first because last year the country imported $800 million worth of goods, but the U.S. share was less than 10 percent. Second, it is a challenge because the trade channels are controlled by Europeans, and the traditional sources of supply are mostly in Europe.

According to Myron Brockway Lawrence, acting Counselor for Economic and Commercial Affairs at the U.S. Embassy in Kinshasa, American exporters can meet the challenge if they are prepared to work hard at penetrating the market. Recent exchange rate adjustments now give U.S. goods an advantage from about 20 percent over products of some nations to as high as 40 percent over Japanese and German exports.

Moreover, the Zaire is in a strong economic position, with the price of copper having risen recently to a new high and the growth rate of the economy being predicted at 5 percent for the coming year. Although the Zairian Government has been borrowing from commercial banks to bridge the gap until vastly increased copper production will bring its budget back into balance, it has at the same time had some success with measures to slow down governmental expenditures and to limit luxury imports.

The American businessman must expect to work at this market, because finding a capable agent or distributor among the European trading community is not an easy matter, and there are far too few Zairian entrepreneurs as yet to fill the need. The U.S. firms that have had the greatest success here are those that have taken the trouble and gone to the expense of establishing their own representatives in the Zaire, often in conjunction with a European-owned distribution network.

Others, which have found the present market too small for such an investment but which recognize the large potential market, cover the country by regional representatives based in nearby countries. These representatives visit the Zaire frequently.

It is going to grow

Although the market may seem small to a U.S. manufacturer at the present time, it is going to grow in the next three years, with copper production doubled and with cheap, abundant electric power attracting industry and creating jobs. The agricultural sector is now the "priority of priorities" and is closely linked to the transport sector.

In the latter field, the Government of the Zaire, in cooperation with AID and other national and international lenders, has mounted a large-scale road-building and maintenance program that will provide the means for agricultural products to reach markets.

The country is capable of producing enough food to feed itself and even to export, but because of transportation and distribution difficulties tons of food from abroad arrive at the Kinshasa airport every day, not to mention the shiploads that arrive at the port. U.S. food products therefore would find a ready market in the Zaire. The regional representative of one U.S. company in that business is visiting the Zaire more frequently and has expanded his line of exports.

One of the most important sectors of imports is mining and earth-moving machinery. With the big road-building program and the expansion of copper production that are under way, sales of this type of equipment will rise. A technical seminar and trade mission on mining machinery recently held at Lubumbashi in the Shaba Region was a huge success.

U.S. brands are widely known and used in the Zairian mining industry, and U.S. firms not now selling in the market can benefit from the established reputation. In earth-moving equipment, one U.S. firm has just appointed a local agent who sold a $100,000 machine to the Zairian Government at the recent Kinshasa International Fair. He looks forward to further sales.

Industrialization is moving ahead in the Zaire, and there is a growing market for intermediate and semi-finished goods of all types. It is hoped that the General Motors assembly plant, now under construction, will lead to the establishment of component manufacturers. The Goodyear tire plant would welcome manufacturers using rubber.

The Government is actively seeking industries that will take advantage of the power from the Inga dam. Among industries that would be given generous benefits under the Investment Code are

TOURING THE U.S. PAVILION—*The Zaire's President Mobutu and U. S. Ambassador Sheldon Vance visit the International Fair of Kinshasa in June.*

aluminum, magnesium, chemicals, and fertilizers.

As Inga power comes on stream — the transmission line to the Shaba region, now under construction, will be completed by the end of 1976 — there will also be a growing market for electrical equipment. This market was examined closely by a trade mission in August.

Construction continues apace, providing opportunities for manufacturers of both equipment and materials. The regional representative of a large U.S. construction-materials manufacturer, who made one of his regular visits to Kinshasa recently, was delighted to find that his products enjoyed a distinct price advantage over those of European competitors and that customers were seeking him out at his hotel.

Other areas in the consumer goods field are durables and clothing. Zairian men are no longer permitted to wear European business clothes, but must wear an abacost or a sport shirt and trousers. The population is import-oriented, and even locally-produced clothing sells better if it bears a fictitious, foreign-sounding name. Some U.S. brand names are well known, and American styles are widely copied. U.S. men's sport shirts and trousers would find a good market, and an enterprising U.S. manufacturer might well look into the possibility of producing abacosts.

Women, on the other hand, mostly wear native dress, which consists of a blouse top, a length of cloth wrapped as a skirt, and a headdress made from another piece of fabric.

The Zaire has been selected as the pilot country for Africa for the U.S. Government's expanded trade promotion program. With a larger staff and better facilities, the Embassy at Kinshasa looks forward to being of even greater assistance to American businessmen seeking outlets in the Zairian market.

World Trade Actions

Trinidad And Tobago Issues New BTN Import Tariff

Trinidad and Tobago: The Government has issued a new import tariff, effective Aug. 1.

The new tariff, based on the Brussels Tariff Nomenclature (BTN), replaces a system very similar to the Standard International Trade Classification system. The change was made to comply with Caribbean Common Market (CCM) requirements for establishment of a common external tariff by Aug. 1, 1976.

Of the other three original signatory members of the CCM, only Jamaica has the BTN. Guyana and Barbados still must convert their tariff systems, although Barbados has made an initial move in bringing its tariffs more in line with the other CCM members (see *Commerce Today*, Aug. 20, page 43).

Trinidad and Tobago's new tariff has two columns of rates, the Preferential Tariff, which contains rates which apply to Imperial Commonwealth nations, and the General Tariff, which applies to non-commonwealth countries, such as the United States. The general tariff rates are usually 5 percent or 10 percent higher than the preferential rates.

In the new tariff, the method of assessing some duties has been changed from specific to ad valorem. Import duties were lowered on numerous items, including live animals, food staples, raw materials, minerals, chemicals, medicines, certain paper products and capital goods. However, import duties were increased substantially on such items as competitive food products, including bananas, citrus fruits, figs, grapes, jams, sugar confections, and the like; as well as on luxury items such as perfumes and cosmetics; and on arms and ammunitions.

Most products now bear average duty rates of 20, 25, 30 and 35 per cent ad valorem. Essential products, raw materials and parts for local assembly are free of duty or are dutiable at low rates of up to 15 percent ad valorem. Luxury type goods bear duties ranging from 40 percent to as high as 70 percent ad valorem.

Norway: The coalition government has presented a four-year economic program for the period 1974-77.

Much emphasis is placed on the protection of the environment and the quality of life, more equal distribution of incomes, social benefits and facilities. Priority is also given to substantial increases in aid to less developed countries. However, the program calls for a slower rate of execution of public projects, including education, health and transportation and communications.

Italy: The Italian Government's decision to ban imports of 5,000 Honda motorcycle engines has been sharply criticized by Italy's importers of Japanese motorcycles.

The ban came in the wake of pressure by the Italian motorcycle industry which complained of increasing competition from Japan on the domestic market. Honda's Italian subsidiary is planning to appeal the import ban. This latest action by the Italian Government closely follows their recently imposed quota on the import of tape recorders from non-European Economic Community countries.

Romania: On June 20 the Romanian Government enacted legislation that permits the imposition of import duties on a one-year experimental basis beginning January 1, 1974. The new tariff sched-

ule will include higher duties for countries which do not grant Romania MFN tariff treatment. The main purpose of the legislation is to obtain bargaining leverage in trade negotiations.

France: Inflation continues to be a prime problem in the rapidly expanding French economy. In an effort to hold down rising prices, on July 5 a series of anti-inflationary measures including an increase in the principal lending rate from 7.5 percent to 8.5 percent was announced. The action also included tightening of credit and banking restrictions for individuals and corporations as well as accelerating company tax payments to curb consumption. In addition, a 20 percent increase in some import quotas was announced, which will reduce the price of some domestic goods.

Colombia: The Colombian Government continues to modify prior import license restrictions and prior import deposits, and to liberalize prohibited imports. In February, 245 items were transferred from the prior import license requirement to the free or no import license category. On May 21, another 200-plus items were also freed from the prior import license requirement.

Prior import deposits were reduced to 10 percent on all goods, which as of March 6 had a higher percentage rate. This was followed in May by two resolutions which require an advance down payment on the value of the import registration. The minimum advance down payment levels are 10 percent on goods with zero prior import deposits, 11 percent on 1 percent prior deposit, 16 percent on 5 percent prior deposit and 21 percent on 10 percent prior deposits. Importers may make a higher down payment if they choose. The advance down payment does not have to be made on selected foodstuffs and chemicals.

All items in Chapters 1-21 of the Colombian import tariff manual which were previously prohibited importation may now be imported, subject to the issuance of a prior import license. Lines of credit extended for imports or exports may not carry an annual interest rate of more than 10 percent.

Philippines: The Philippines has acceded provisionally to the General Agreement on Tariffs and Trade, effective Aug. 9. This provisional accession will remain in force, unless extended further, until the Philippines becomes a full member under the terms of GATT's Article XXXIII or until Dec. 31, 1975, whichever date is earlier.

Hungary: Hungary is about to become the 82nd contracting party to the General Agreement on Tariffs and Trade. Its accession is scheduled to take effect Sept. 9.

Hungary has been applying a customs tariff since Jan. 1, 1968, and negotiations on this tariff took place between Hungary and a number of contracting parties to the GATT between December 1972 and July 1973.

Surinam: Import duty rates on 82 categories of consumer products were recently increased by the Surinam Government, which estimates that this will swell revenues by some 5 million guilders (one Surinam guilder equals U.S. $0.56, or 1.77 guilders equals $1.00).

The tariff schedules for both general and EEC rates were affected and in most cases the increase was by 10 percentage points. Import duties on many consumer goods now range between 30 percent and 55 percent of the value.

Among the products made subject to the higher duties are automobiles, photographic materials, alcoholic beverages, tobacco products, refrigerators, airconditioners, electric household appliances, electronic equipment and crown caps.

Pakistan: The Government's streamlined Pay - As - You - Earn (PAYE) scheme for selected industries offers another avenue, along with U.S. AID, ADB (Asian Development Bank) and IBRD (World Bank) loans, for increasing U.S. exports.

PAYE provides guaranteed but deferred payment for capital goods and equipment used in 55 export-oriented industries. The plan allows advance payment in foreign exchange for 15 percent of the cost and freight value of the equipment, royalties, technical fees and incidental charges.

Further foreign exchange payments of up to 50 percent of the f.o.b. value of the foreign exchange earnings attributed to the operation of the equipment will be permitted. If this allotment does not meet the debt service liability, the shortfall will be authorized by the State Bank, subject to a penalty of 27 percent.

For further information and a list of export-oriented industries eligible under this scheme write to U.S. Department of Commerce, Office of International Marketing, Near East-South Asia Division, Washington, D. C. 20230.

Asians Plan Another Meeting To Promote Industrial Projects

The Third Asian Meeting to Promote Industrial Projects is scheduled in Kuala Lumpur Nov. 14-21, with the Malaysian Government as host. The meeting is jointly sponsored by the Economic Commission for Asia and the Far East and the United Nations Industrial Development Organization (UNIDO).

Patterned after similar meetings in Manila and Singapore, the object is to bring together proponents of industrial projects in developing Asian countries and representatives of established industrial and financial firms to discuss specific projects and to initiate negotiations toward implementation.

Further information, including registration forms, is available from James S. Crooke, Industrial Development Officer, UNIDO, P.O. Box 707, A-1011, New York, N.Y. 10017.

International Business Reports

Wemco International Trade Directory. Published by Wemco International, Portland, Ore. 2,688 pages.

This directory is a single-volume registry of international trading companies that lists 126,000 such firms. Through the use of computerized data, the directory provides an international marketing tool covering 150 commercial nations.

In its coverage of products and services the 2,688-page directory is indexed by the Standard Industrial Classification Code. Trading nations, with maps, are listed alphabetically. At present the directory is available only in English.

This new marketing tool includes essential fact summaries on documentation, marking, symbols, weights and measures and checklists.

William Noles, president of Wemco, calls the directory "a first in the consolidation of multiple information sources." Further information may be obtained by writing directly to Wemco International, 735 N.W. 16th Avenue, Portland, Ore. 97209.

International Management Practice: An Insider's View. By Gunnar Beeth. 241pp. $16.

This is a book of practical guidelines for international executives of American corporations, according to the author. His intention is to give a brief overview of international business without becoming involved in the many details that concern specialists in international business. However, it is addressed more to experienced managers than to beginners.

Write: American Management Association, 135 W. 50th St., New York, N.Y. 10020.

Listening to Japan: A Japanese Anthology. Edited by Jackson H. Bailey. 236pp. $9.

In this collection of short fiction, poetry and essays, Japanese writers and scholars express their attitudes toward society and their aspirations for the future. Chapters and poems in part one introduce important themes of Japanese culture, ideas and values; four authors in part two, in exploring how the Japanese interact in their personal relations, political system and economic life, differ as to the defects they believe need correction; the role of youth in Japan is the subject of two essays in the following section; finally, three different points of view are offered in part four on Japan's new role on the international scene.

Write: Praeger Publishers, 111 Fourth Ave., New York, N.Y. 10003.

Calendar For World Traders

Sept. 6 — Cleveland — Cleveland World Trade Assn. luncheon meeting, American Room, Mid-Day Club.

Sept. 6 — Cleveland — First of six weekly international trade workshops covering various aspects of foreign trade. 690 Union Commerce Bldg. 9 a.m. Sponsor: Cleveland World Trade Assn.

Sept. 6-7 — New York — "Improving Foreign Credit and Collection Techniques for Export Profits," World Trade Institute (212-285-4452).

Sept. 13 — Memphis — Mid-South Exporters Roundtable. Sponsor: Commerce District Office.

Sept. 13 — New York — Overseas Automotive Club luncheon and meeting, featuring installation of officers. Summit Hotel, noon.

Sept. 17 — New York — Initial meetings of evening programs in international taxation and in world trade, World Trade Institute (212-285-4452).

Sept. 18 — Memphis — World Trade Club meeting, Southwestern U. cafeteria.

Sept. 18 — New York — FCIB Hardware, Automotive and Allied Trades Group luncheon meeting, Advertising Club, 12:30 p.m.

Sept. 18 — New York — First of a series of ten weekly seminars on international trade sponsored by the International Executives Assn., FCIA Employee Lounge, World Trade Center, 5:30-7:30 p.m.

Sept. 20 — New York — FCIB Drug, Chemical and Food Export Club luncheon meeting, Advertising Club, 12:15 p.m.

Sept. 24 & 25 — Madrid, Spain — FCIB/Europe international roundtable conference on finance, credit and collection problems, Eurobuilding Hotel.

Sept. 26 — New York — Luncheon discussion by Gordon Cragg of the New York Division, Pan American World Airways, on the future of international air shipping. Kennedy Airport. Sponsors: International Executives Assn., Pan American World Airways.

Sept. 27 — Little Rock — Seminar on International Trade in the 70s, U. of Arkansas. Sponsors: Arkansas Exporters Roundtable, State Chamber of Commerce, REEC, Memphis District Office.

Oct. 10-12 — Williamsburg, Va. — 25th Annual Virginia World Trade Conference, Williamsburg Lodge & Conference Center.

Oct. 11 — Cleveland—World Trade luncheon, Mid-Day Club. Sponsor: World Trade Assn.

Oct. 11-12 — New York — AMA briefing session on Indonesia, AMA Headquarters.

Oct. 24-26 — New York — AMA Orientation Seminar on foreign operations under OFDI regulations, AMA Headquarters.

Worldwide Business Services

International trade specialists in the Department of Commerce and Foreign Service Officers in the U.S. Embassies and Consulates around the world are continually developing specific commercial opportunities through which American companies can find buyers, agents, partners or investors overseas. One of the major means for communicating these opportunities promptly and accurately to the U.S. business community is through the columns of this magazine.

The section that follows presents details about U.S.-sponsored overseas exhibits, licensing and joint venture proposals, opportunities to sell to foreign firms and government agencies and appoint agents, details on major construction and expansion projects, and notices of U.S. visits by foreign buyers.

U.S. Promotions Overseas

Nuclear Instruments and Apparatus Exhibition. U.S. Trade Center — Buenos Aires. Oct. 1-5. Equipment sought for exhibition will complement the relatively limited local production. Call George Pollard, 202-967-5010.

Food Processing, Packing Equipment and Supplies. Milan Trade Center. Oct. 9-13. Scheduled concurrently with the large IPACK-IMA international packaging exhibition. Call Sam Spaulding, 202-967-4508.

Audio - Visual Equipment. Frankfurt Trade Center. Oct. 11-16. Use of audio-visual equipment is expected to reach approximately $300 million by 1975. To be held concurrently with the Frankfurt Book Fair. For additional information contact Loretta Allison, 202-967-2177.

Chemical Processing Equipment Trade Mission. Italy and Spain. Oct. 13-24. U.S. producers will find excellent market opportunities in both countries. The mission's visit to Milan will coincide with MAC 73, an important international chemical exhibition. Call Michael Donohue, 202-967-3846.

Catalog Exhibition. Electronic Equipment and Components. Oporto, Portugal. Oct. 18-28. To be held in conjunction with Portugal's "First International Electrical and Electronic Equipment Exposition," sponsored by the Portuguese Industrial Association. American goods are, in large part due to the devaluation, competitive in Portugal although active participation and competition from other exporting nations is expected at the exposition. Call Robert E. Peterson, 202-967-3973.

Catalog Exhibition. Medical Care Equipment. Brussels. Oct. 18-25. This show will be held in conjunction with the eighth annual International Exhibition of Medical and Hospital Equipment, the most important show of its kind held in the Benelux area. More than 300 exhibitors from around the world are expected. Call Robert E. Peterson, 202-967-3973.

Health Care Industries Trade Mission. Philippines, Thailand, Malaysia and Singapore. Oct. 27-Nov. 14. The four countries scheduled to host the Trade Mission will spend $217 million within the next ten years for major medical programs in their second and third program stages. High sales are possible for mission members who have sophisticated and advanced instrumentation, equipment and supplies, particularly those who can provide turnkey operation, person to person interviews and sales backed with warrantees, training, maintenance and servicing practices. Call E. Lee Carteron, 202-967-2973/4.

Telecommunications Equipment Trade Mission to Belgium and the Netherlands. Nov. 5-15. Products within this category include equipment for data communications, radio, telephone, television, and telegraph/teletype/facsimile. The Dutch market for telecommunications equipment is viable and growing. With competitive pricing and more aggressive marketing, U.S. manufacturers have outstanding prospects for expanded trade. This same opportunity for increasing sales applies in Belgium, particularly for products employing high technology and modern innovations. Call Larry Cozart, 202-967-2973 or 3741.

Advanced Technology. Milan Trade Center. November 6-10. Featured will be lasers, electro-optics and advanced thermal measurement equipment. The U.S. share in this market is already high and demand is rapidly growing. The show will be promoted to a wide audience including industrial and military research facilities as well as laboratories in hospitals, universities and state research institutes. Call Robert Wallace, 202-967-3822.

Environmental Pollution Control Equipment. Osaka Fair Grounds. Nov. 7-12. Reflecting the high priority Japan attaches to its increasing environmental pollution control problems, Prime Minister Tanaka has indicated their solution will be a major objective of his administation. Commerce's participation in this event will focus on air, water, and solid waste pollution control equipment. Call Bob Levine, 202-967-4057.

SIMO (International Office Equipment Fair). Madrid. Nov. 9-18. SIMO is the leading Spanish fair for business and data processing equipment held annually in November. The 1973 event will be the 13th in the series. This fair should afford U.S. firms an excellent opportunity for market exposure to end users as well as prospective agent-distributors in the flourishing Spanish market. Call Ann Corro, 202-967-3958.

Educational Equipment & Materials Specialized Trade Mission to Lebanon, Saudi Arabia, Kuwait, United Arab Emirates. Nov. 11-30. Planned large-scale development of educational facilities financed by growing oil revenues of these increasingly affluent countries offers opportunities for sales of U.S. equipment, materials and services. Call Edward Wilson, 202-967-4918.

Petrochemicals — Technology & Equipment. Bucharest. Nov. 12-16. Romania plans to develop new petrochemical complexes and to modernize present ones. Its 5-10 year plans include major emphasis in this sector. This exhibition will concentrate on new technologies, equipment, design and construction, and production control systems. Call Paul M. Terlizzi, 202-967-5164.

Catalog Exhibition. Industrial Process Control Equipment. Manchester, England. Nov. 12-16. British steel, chemicals and petroleum refining industries are presently programming modernization and expansion of up to $15 billion over the next decade. A substantial portion of this is expected to go for imports. Call Robert E. Peterson, 202-967-3973.

Instrumentation for Pollution Control. Sydney Trade Center. November 12-16. This promotion is being organized by the Trade Center to assist agents of U.S. manufacturers increase their share of this rapidly developing market. Government action in Australia is moving beyond the point of creating awareness that there is a pollution problem to enforcement of standards. Definite sales opportunities exist. To participate, cable your Australian agent requesting they contact the U.S. Trade Center in Sydney, or call E. Marvin Belden, 202-967-5752.

Electronic Engineering Equipment. Tokyo Trade Center. Nov. 12-17. U.S. manufacturers of electrical connectors and electromechanical components, electronic components, electronic and analytical instrumentation, and electronic production equipment have an opportunity to exhibit their equipment in a rapidly expanding and dynamic market. Total production of electronic equipment exceeded $12 million in 1972 and is estimated to grow at an average annual increase in excess of 30 percent. The Ministry of International Trade and Industry (MITI) has projected investment in electronics production facilities during fiscal year 1973 to expand by 37 percent. Call Bill Dawson, 202-967-4056.

Industrial and Scientific Instruments, and EDP and Business Machines including Reprographics. TECHSPO '73, Bangkok. Nov. 26-30. These two categories of products are important to the continued growth of Thai business, commerce and industry. Participants will have an opportunity to participate in technical symposia in their respective fields. Call Bruce Sever, 202-967-5546.

Packaging Machinery and Equipment Exhibition. U.S. Trade Center, Mexico City. Nov. 26-30. U.S. packaging equip-

ment is regarded in Mexico as among the best available anywhere. Increasing emphasis on modern merchandising and the Mexican Government's plans to stimulate almost all industries using packaging add up to a great sales opportunity for U.S. suppliers. Call Porter Clary, 202-967-5040.

Systems '73. Munich. Nov. 27-30. Europe's most important computer exhibition will promote the latest EDP hardware, software, and accessories to key end-users in a 24-country marketing area. Demand in West European countries is projected to reach $4 billion in 1974. Ambitious national programs to sharply increase computer installations throughout Eastern Europe promise growing sales opportunities for a broad range of equipment and services. Call John Wolf, 202-967-4941.

Micrographic and Document Handling Systems Exhibit. Paris Trade Center. Dec. 3-7. Annual French micrographics purchases are expected to reach $16.5 million by 1976, a substantial rise of 74 percent over 1972. American firms presently lead in supplying the market and this edge should increase as French companies turn to more advanced information handling systems. Call William S. Gaines, 202-967-4414.

Microwave Circuits, Components and Instrumentation. Tokyo Trade Center. Dec. 3-8. Sales in Japan of microwave products were approximately $200 million in 1971 and demand is forecast to expand at 16 percent annually. Liberation of lines for data transmission is expected to stimulate additional interest in microwave equipment. Call Maurice Shea, 202-967-2461.

Communications Equipment and Services for School and Business Trade Mission to Nigeria and Zambia. Dec. 3-14. Rapid growth in crude oil production in Nigeria and copper sales earnings in Zambia are making more foreign exchange available for government spending on priority improvements to infrastructure, especially communications, and for education. Call Edward Wason, 202-967-4918.

Microcircuits, Design Test and Production Equipment. Frankfurt Trade Center. Dec. 10-14. This exhibition is planned to help U.S. firms enter and compete in this expanding, competitive market. U.S. lead time is getting shorter every year. Call Don Schmadel, 202-967-2177.

Scientific Instrumentation Exhibition/ Symposium. American University of Beirut. Dec. 11-14. This event will be conducted by the Lebanese Association for the Advancement of Science. Commerce has reserved space for 12 firms to participate in this international activity. This will be an unparalleled opportunity for manufacturers of scientific instrumentation to have exposure to buyers and, most important, end-users of this equipment in the rich Middle East. Emphasis will be in the medical and environmental research fields. Call William A. Ducker, 202-967-5768.

Light Industrial Packaging Equipment. Beirut Trade Center. January 1974. Light industry in Lebanon has grown rapidly in recent years—industrial exports increased by about 25 percent in both 1971 and 1972—and has become increasingly diversified. More efficient packaging systems are in increased demand. Opportunities exist for direct sales and for establishing representation in this growing market. Call Jackson B. Hearn, 202-967-5767.

Communications Equipment and Services Trade Mission. Singapore, Philippines, Taiwan. Jan. 7-19, 1974. Products within this category include equipment and components or services involved in radio, television, telephone, and telegraph systems, intercommunication systems, electric alarm and signal devices, electronic navigational aids, electronic search and detection apparatus, and microwave and mobile telephone systems. Call Larry Cozart, 202-967-3741 or 4918.

Children's and Junior's Apparel (JEEP). Milan Trade Center. Jan. 9-11, 1974. This specialized exhibition, limited to only 8 U.S. firms, is designed to introduce children's clothing manufacturers to a burgeoning Italian market. The market has traditionally been served by an apparel industry fragmented among thousands of small artisan type establishments. The high cost of production due to such operating methods and rising labor rates has resulted in much higher-priced apparel. U.S. apparel, due to its lower cost because of the recent currency revaluations and its minimal care characteristics, has become an item of increased buyer interest. Call Noel Negretti, 202-967-2434.

Computers, Peripherals, Data Transmission and Related Equipment. Paris Trade Center. Jan. 14-18, 1974. France now has the fastest growing economy in Western Europe. As a result of rapid business expansion and increasing labor shortages, management is seeking to make data handling operations more efficient. More than $7 billion is expected to be spent on EDP systems and equipment between 1972 and 1977; imports will supply around $2.5 billion of this amount. American firms now have and should maintain a strong lead in the import market. Call Andre Williams, 202-967-3749.

Modern Merchandising. Stockholm Trade Center. Jan. 14-18, 1974. This exhibition will afford U.S. companies the opportunity to exhibit a wide range of modern merchandising equipment in the rapidly expanding Scandinavian market. The distributive trades in Scandinavia are undergoing rapid changes not unlike those in the United States. Increasing labor costs, growing specialization of production and rapidly increasing urbanization have resulted in adoption of modern merchandising techniques and a growing demand for all types of modern merchandising equipment. Call Ed Walls, 202-967-4256.

U.S. Farm Equipment Trade Mission to Africa. Jan. 14-25, 1974. Growing emphasis on increased feed, timberland and commodity output for domestic and export markets has prompted the governments of Ivory Coast, Nigeria and Zambia to establish various agricultural development programs. This U.S. Trade Mission is geared to take advantage of these programs by visiting top level people in government and private industry. Contact Fred Crosley, 202-967-3746.

Biomedical Equipment and Instrumentation. Tokyo Trade Center. Jan. 21-26, 1974. Japan's efforts to treat the medical problems associated with an advanced industrial society have created an excellent market for U.S. biomedical equipment. The market in 1971 was valued at $365 million, and is expected to reach $822 million by 1976, a rise of 125 percent. Cardiological-thoracic, respiratory-pulmonary, opthalmological, pediatric, nephritic, operating room, general hospital and clinical-research laboratory equipment will be the focus of this exhibition. Call your closest District Office (see listing on inside of back cover) or Robert Watkins, 202-967-2060.

Structural Components and Related Equipment (JEEP). Frankfurt Trade Center. Jan. 22-24, 1974. The market is valued at about $2.6 million. For the next two years, continued rapid growth rates of 10 to 12 percent per year are expected. Products include plywood for concrete forms and for house building, particularly for prefab systems; partitions and acoustic panels, glass-fiber draperies; plastic and special resistant paints; and tools such as automatic nailers and caulking guns. Call John Wolf, 202-967-4941.

Printing and Graphic Arts Equipment. Milan Trade Center. Jan. 22-26, 1974. The market in Italy for this equipment is $125 million annually, and is growing an estimated 8 percent per year. Publishers are finding that U.S. equipment is technologically superior and competitively priced. Call Peter Field, 202-967-2434.

Farm and Garden Equipment Exhibit (Joint Export Establishment Promotion). Paris Trade Center. Jan. 30-Feb. 1, 1974. The French economy is booming and purchasing power and leisure hours of French consumers are dramatically increasing. Combined, these factors provide an ideal market for mechanized equipment for the handyman, gardener and amateur farmer—a market currently growing at an annual rate of approximately 15 percent. Contact Director, U.S. Department of Commerce District Office, 2511 Federal Bldg., 1520 Market St., St. Louis, Mo. 63103, telephone 314-622-4243.

Catalog Exhibition, Light Industry Metalworking and Woodworking Machinery. Beirut Trade Center. February 1974. Rapid growth in Lebanon's light industry sector—industrial exports increased by 25 percent in both 1971 and 1972—is generating new demand for less sophisticated metalworking, primarily of metal-forming types. Opportunities exist for direct sales and for establishing representation in a growing market. Call Robert Peterson, 202-967-3973.

Water Resources Equipment Specialized Trade Mission to Iran, Kuwait and Saudi Arabia. February 1974. High priority needs and planned development expenditures in these countries in the field of desalination, development of ground water resources and irrigation, municipal water systems, and sewage treatment and disposal systems afford opportunities for sales of a wide range of water treatment equipment. Opportunities exist to make direct sales and to establish local representation. Call Don Ryan, 202-967-4652 or George T. Beck, 202-967-5767.

Catalog Exhibition. Computers, Office and Business Machines and Supplies. Ankara and Istanbul, Turkey. February 1974. The Turkish economy has shown great strength over the last few years, growing at an average annual rate of 7 percent. Industrial growth of 12 percent has paced the economy. Integral to this expansion is a need for a wide variety of business equipment ranging from typewriters to electronic computers. Call Robert E. Peterson, 202-967-3973.

Textile Products Trade Mission to Nigeria. Feb. 4-15, 1974. Growing urbanization and affluence in Nigeria and a preference for imported textile goods

Sales opportunities in 12 U.S. commercial exhibitions, 5 catalog exhibitions, 30 shows at the 12 U.S. Trade Centers, and 10 trade missions are being offered to present and potential U.S. exporters between now and June 1974.

Each Trade Center exhibition is limited to one particular line of products and centers are located in Beirut, Buenos Aires, Frankfurt, London, Mexico City, Milan, Paris, Singapore, Stockholm, Sydney, Tehran, and Tokyo. Trade Centers are scheduled to open in Taipei and Seoul in March 1974. For further information on the Trade Center shows described or for more facts on U.S. exhibitions, **Write:** *Director, Office of International Marketing, Room 4015, U.S. Department of Commerce, Washington, D.C. 20230.*

U.S. specialized trade missions are comprised of groups of U.S. businessmen organized by the U.S. Department of Commerce to travel abroad to promote the export of U.S. goods and services produced by their particular industry. **Write:** *Trade Missions, Room 4219, U.S. Department of Commerce, Washington, D.C. 20230.*

signal increasing U.S. sales opportunities for yarn, fabric and apparel, especially synthetics. Call R. P. Rydlun, 202-967-4388.

Metals and Metallurgy Equipment. Paris Trade Center. Feb. 11-14, 1974. Enormous investments by the French metallurgy industry should provide exceptional opportunities to American suppliers of instruments, special metals and alloys, and related equipment. This special show will offer U.S. firms a splendid means of gaining market exposure to end-users and to prospective agent distributors. Call Myra Triplett, 202-967-5373.

Geophysical Equipment. Frankfurt Trade Center. Feb. 11-14, 1974. Germany and surrounding European countries offer excellent opportunities for the sale of sophisticated geophysical equipment on the earth sciences, oceanography and meteorology. German participation in a growing number of international geophysical research programs requires application of the most advanced methods and equipment. U.S. manufacturers will have a unique opportunity to reach buyers from government, research institutions and industry by exhibiting their products and selling at this special trade show. Call Don Schmadel, 202-967-2177.

Laser-Electro Optional. Tokyo Trade Center. Feb. 12-16, 1974. The Japanese market in this field is increasing at 30 percent annually. Total market value in 1972 was $106 million. Imports for the last three years have been increasing by 30 percent. Lasers and laser systems lead this field. Contact Maurice Shea, 202-967-2461.

Industrial & Commercial Security Equipment. Milan Trade Center. Feb. 19-23, 1974. At the request of exhibitors at the successful 1972 show this theme is being repeated. Recent research indicates that U.S. manufacturers of industrial and commercial security equipment will find Italy a ready market for their products. The Italians are ready for the more sophisticated American equipment and at present the market is estimated at $50 million. Call Mara Yachnin, 202-967-4605.

Metalworking Equipment/Industrial Instrumentation Solo Exhibition. Caracas, Venezuela. March 1974. Market research shows a 40 percent demand increase in these two product areas, with Venezuelan industry importing nearly $30 million of higher capacity U.S. metalworking machinery and industrial analytical and process control instrumentation in 1972. Large users are centered in the petroleum, petro-chemical, chemical, food and metal industries, in addition to universities, research centers and public utilities, as government export incentives are increased in order to generate quality controlled exports to the other Andean Common Market countries. Call Richard F. Muenzer, 202-967-5030.

Petrochemical Technical Sales Seminar. Nigeria. March 1974. Nigerianization of industry and rapidly expanding petroleum production (Nigeria is now the eighth largest producer of crude in the world) make Nigeria an attractive market for U.S. equipment suppliers as well as design, engineering and construction companies specializing in oil related industry. Call R. P. Rydlun, 202-967-4388.

Office Equipment and Business Machines. Tehran Trade Center. March 4-8, 1974. Sharply rising oil revenues continue to pace Iran's economic boom. Oil income has increased 70 percent in the last two years to $3.5 billion. A stable political situation, a wealth of natural resources and a broad population base of 30 million are all the necessary ingredients for tremendous commercial and industrial expansion. GNP is growing at 13 percent per year in real terms and has sustained growth rates over 11 percent since 1964. With many new businesses and industrial plants opening in Iran, the need for modern office equipment is critical. The Iranians buy American. Our exports have doubled since 1970 to $650 million currently, and the United States is now the number one supplier to Iran. Call Don Ryan, 202-967-4652.

Construction and Agricultural Machinery and Products. Jakarta, Indonesia Fair Grounds. March 4-9, 1974. Separate market research studies indicate an impressive and growing market for equipment and products in these fields. Emphasis on re-opening the vast agricultural estates, a drastic increase in commercial building, and contractor eagerness to buy rather than lease equipment, is leading the way to a bright future for sales of equipment in these product areas. Call Gus Duda, 202-967-5545.

Instruments for Physical and Chemical Measurements. U.S. Trade Center for Scandinavia in Stockholm. March 11-15, 1974. The Nordic import market for these selected instruments was about $180 million in 1972, an increase of 14 percent over 1971 and 41 percent over 1968, and is expected to continue its rapid expansion for the next several years. Currently, U S. suppliers provide more than 20 percent of this market, or some $36 million worth. The U.S. share of the electro-optical instrument market in Sweden and Denmark alone rose 500 percent between 1968 and 1972. Call Edward Leslie, 202-967-4461.

Electronic Production & Test Equipment Exhibition. Milan Trade Center. March 12-16, 1974. During 1972 the Italian electronics industry is estimated to have produced $800 million worth of electronic equipment and all trends point to substantial increases through this decade. In the past, most manufacturing processes in the Italian electronics industry were manual and automated systems were restricted to a few large manufacturers. Now, with recent wage increases and constant labor demands for higher wage rates, the industry is investing heavily in automated electronic production and test equipment. U.S. producers of such equipment will find excellent demand for their products, especially now with recent currency revaluations making U.S. prices more competitive. Contact Sam Spaulding, 202-967-4508.

Chemical and Petrochemical Processing Equipment and Instrumentation. Mexico City Trade Center. March 25-29, 1974. The chemical processing industry in Mexico grew 13.5 percent annually from 1960-70, and the projected rate for 1973-1980 is around 14 percent. The industry's output is presently limited only by capacity, and new plants and expansions are being planned. Mexican imports are expected to increase from $47 million in 1972 to $59 million in 1975. Call Porter Clary, 202-967-5040.

AMPRO '74 — American Products for Home and Industry. Taipei Trade Center. March 25-31, 1974. This exhibition, organized at the invitation of the Republic of China Government in its efforts to expand imports from the United States, will afford U.S. firms an opportunity to take advantage of the unique and increasing opportunities to export industrial and consumer goods to Taiwan. Major product categories include equipment for the following industries: construction and road building; consumer goods; electronics industry production and testing; food processing and refrigeration; packaging and materials handling; metalworking and machine tools; scientific and medical materials; and textile and apparel production. Call Dave Horridge, 202-967-2798 or 4227.

MASHSTROY — U.S. Machine Tool and Machine Building Equipment Solo Exhibition. Moscow. April 10-19, 1974. For the first time the Department of Commerce, through its Bureau of East-West Trade, will mount an exclusively American. official exhibition of a commercial industrial nature. The U.S.S.R. continues expanding many branches of its industry, especially production of automotive vehicles. This expansion necessitates a corresponding increase in the demand for machine tools. The current five-year plan calls for investments totaling over $31 billion for building or purchasing machine building equipment. Call Oleg Jerschkowsky, 202-967-3376.

General Aviation Exhibition and Seminar. Maroochydore, Queensland, Austra-

lia. April 26-30, 1974. The rural and industrial sectors of the Australian economy are experiencing rapid expansion which is creating an ideal climate for increased sales of general aviation equipment. Sales potentials are now at the highest level since the late 60s. To take advantage of this excellent marketing situation, the U.S. Trade Center in Sydney is organizing the first aviation promotion in Australia. The exhibition will be adjacent to an aircraft with a 5,500 foot landing strip accommodating aircraft from cropdusters to executive jets. In addition to aircraft, this exhibition will also include displays of all other types of general aviation equipment. Call E. Marvin Belden, 202-967-5752.

Data and Telecommunications Equipment. Milan Trade Center. May 14-18, 1974. Demand for computers and computer-related equipment in Italy will triple over the next five years, with U.S. equipment and services expected to dominate the near $300 million market. In addition, the Italian Government is planning to spend about $3.5 billion in the telecommunications sector over the next three years, a development that will stimulate demand for U.S. equipment in this sector. Research indicates that virtually every large Italian government and industry organization is in the process of planning projects for data transmission between headquarters and branches. The Italian economy is expected to grow by 5 percent this year. The revaluation of the German mark together with the realignment of the dollar offers a very attractive price structure for American products relative to that of major competitors. Call Alan O. Maurer, 202-967-2434.

Catalog Exhibition, Hospital/Medical Equipment. American University of Beirut. May 1974. This exhibition, to be held in conjunction with the Annual Middle East Medical Assembly at the American University of Beirut, will give participants exposure to endusers and decision-makers from throughout the Arab States, in many of which substantial expansion of medical facilities and services is under way or planned. Call George T. Beck, 202-967-5767.

Communications Equipment Specialized Trade Mission to Kuwait, Saudi Arabia, UAE, Bahrain, Qatar. May 1974. Substantial planned government expenditures to develop basic communications facilities plus potential for business communications systems afford opportunities for direct sales and establishment of local representation. Call Richard Loughlin, 202-967-5767.

Specialized Building Materials Exhibition. American University of Beirut. May 1974. Construction booms in many Arab States are generating growing demands for building materials and supplies, particularly innovative techniques. U.S. participation in the Annual Engineering Materials and Equipment Exhibition at the American University of Beirut affords exhibitors exposure to a wide regional audience. Opportunities exist for direct sales and for establishing contact for representation in many Arab States. Call William Ducker, 202-967-5767.

Catalog Exhibition, Communications Equipment. Beirut Trade Center. June 1974. Opportunities are afforded to make direct sales and establish representation to service Lebanon's growing need for communications equipment in both the government and private business sectors. Call Richard Loughlin, 202-967-5767.

Licensing, Investment Abroad

Licensing and investment proposals from foreign firms are listed in these columns. Specific product interests in each proposal are highlighted in bold type to facilitate identification and each proposal is preceded by the appropriate four-digit product number taken from the Standard Industrial Classification (SIC) Manual.

Background information on opportunities abroad and assistance on overseas investments are available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. "P" numbers should be used when responding to specific proposals.

WTDR indicates that a World Traders Data Report containing financial and background information on the foreign firm is available for $5 from the Department of Commerce, BIC-266, Washington, D.C. 20230, or from any Commerce District Office.

OPIC indicates that the country involved is eligible for investment insurance coverage written by the Overseas Private Investment Corporation. Information regarding applicable coverage may be obtained from OPIC, Washington, D.C. 20527.

ZAMBIA — Government-controlled enterprise seeks U.S. companies to provide turn-key plants, technical expertise and equity participation in the following small-scale businesses: **fish cannery, tea blending, bakery, factory for paper towels and napkins, noodle products plant, metal drums factory, and meat cannery.** S. C. Mwena, General Manager, Industrial Finance Co. Ltd., P. O. Box 3091 Lusaka, Zambia. P-73595. OPIC.

0212 — IVORY COAST — U.S. partners sought for **cattle ranching** in northern part of country. Property is 400 square kilometers and will include a veterinary unit, slaughterhouse and cold storage facilities. Earth dam on a stream flowing through ranch will insure water supply during dry season. Technical assistance and equity to be provided by partner. S. Cisse, Director, STAFRIQUE, B.P. 6652, Abidjan, Ivory Coast. P-73590. OPIC.

1030, 3255, 7011 — MALAYSIA — The Development Authority of Pahang Tenggara State seeks U.S. investors for several projects. The proposed enterprises include **mining of lead, zinc and other minerals; manufacture of bricks, tiles, pipes and other clay based products; and establishment of a tourist complex at Lanjut, a peninsula on the east coast.** Tengku (Prince) Alauddin, Project Promotion Officer, Pahang Tenuggara Development Authority, 399 Jalan Telok Sisik, Kuantan, Pahang, Malaysia. P-73582. OPIC.

1321 — ISRAEL — Major **butane gas company** seeks U.S. participation. Firm offers 33-50 percent equity; minimum investment $250,000. Sells liquefied gas for residential use. Philip Opher, American-Israel Chamber of Commerce and Industry, Inc., 11 East 44th St., New York, N.Y. 10017. P-73581. OPIC.

1799 — BELGIUM — A medium-sized machinery import company, established in 1898, seeks license from American manufacturer of **concrete swimming pools.** J. Troisfontaines, Ets J. Troisfontaines & Fils, Quai de la Batte 1-2, 4000 Liege, Belgium. P-73584.

2033 — RWANDA — Capital participation, technical and managerial assistance desired to produce **purple granadilla (passion fruit) juice.** Proposed plant will have capacity to process 1,000 to 1,500 tons of fresh fruit annually. Ildephonse Munyeshyaka, Embassy of the Republic of Rwanda, 1714 New Hampshire Ave., Washington, D. C. 20009. P-73591. OPIC.

2641 — FRANCE — Manufacturing rights, new process for **coated paper.** Particularly interested in **paper impregnated with fiberglass or special fibers, tracing and chart paper.** Firm produces, distributes paper products, including tablet, kraft and glazed paper. Established 1880, employs 300. Eugene Ivanoff, Direction Recherche et Developpement, Papeteries Henry Boucher, Boite Postale 21, 88700 Rambervillers, France. WTDR. P-73571.

2824 — INDIA — Haryana State Development Organization seeks technical know-how and machinery for manufacture of **nylon 6 filament yarn.** Proposed plant will have annual capacity of 2,100 tons. Cost of project estimated at $12 million. Equity will be shared by the development corporation; a private Indian company; and shares to be sold to the public. H. R. Verma, Project Advisor, Haryana State Industrial Development Corporation, Post Box 22, Sector 17-A, Chandigarh, India. P-73572. OPIC.

2834, 2841 — INDIA — Seeks joint venture to manufacture **pharmaceuticals, detergents and soaps** for sale in India and Middle East markets. Also wishes to establish government certified **laboratory for testing pharmaceuticals, cosmetics and food.** Firm established 1930, currently produces laxative and APC tablets, has 16 employees, $65,000 in annual sales. S. S. Narayan Iyer, Managing Director, Dawn & Co. P. Ltd., may be reached through Oct. 31 c/o S. R. Krishnan, 108 Congressional Lane, Apt. 103, Rockville, Md. Address in India is 419-F Kalbadevi Road, Bombay-400 002. P-73600. OPIC.

2834 — SWITZERLAND — Seeks license to manufacture new **ethical pharmaceuticals,** especially for **cardiovascular and anti-rheumatic treatments.** Also

preparations for **gastrointestinal ailments, especially for tropical parasitic diseases.** Firm employs 50, has extensive sales organization, good connections in Middle East, a major marketing area for their products. W. Reber, Director, Dr. Grossmann AG, Binningerstr. 95, 4123 Allschwil, Switzerland. P-73588.

2899 — FRANCE — Seeks licenses to manufacture **fire resistant compounds for wood, metal, concrete and textiles.** Firm established 1963, employs 95, currently makes chemicals, caulking compounds and lubricating oils. Andre Pachet, Manager, Chryso A. Robert, route d'Orleans, 91380 Chilly-Mazarin, France. WTDR. P-73577.

3079 — SWITZERLAND — Seeks license to produce **prefabricated, single piece, plastic swimming pools.** Pools should be for permanent outdoor installation, with or without concrete foundation. Small, aggressive firm specializing in plastics and plastic coatings. Currently makes line of simple, fiber-glass reinforced light weight pools. H. Eberhard, President, CORRO-STOP AG, Schuerbungertweg 16, 8302 Kloten, Switzerland. P-73575.

3111, 3131 — BANGLADESH — State-owned corporation seeks joint venture to establish a **leather and shoe factory.** Corporation currently manages 30 tanneries producing "wet blue" leather. Estimated cost of project is $2.7 million. Government's share in equity to be 51 percent. Foreign partner to be responsible for know-how, training of staff and marketing. Factory will process 300,000 pieces of cow hides and 750,000 pieces of goat skins annually. Products will be plain chrome, suede, sumber and embossed leather, of which 75 percent will have acrylic-resin finish and 25 percent water-pigment finish. Shoemaking unit to produce 180,000 pairs civilian shoes and possibly 100,000 pairs military boots annually. Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D. C. 20030. P-73592.

3221 — RWANDA — A plant to produce in excess of **4 million bottles** per year is sought by the Government of Rwanda. A major share of the units would be for the brewery industry with the remainder for fruit juices and carbonated beverages. Plant cost is estimated at $1,200,000 and would supply bottles to breweries in Zaire and Burundi as well as Rwanda. Foreign firms willing to provide technical know-how, management and majority ownership are welcomed. Ildephonse Munyeshyaka, Embassy of the Republic of Rwanda, 1714 New Hampshire Ave., N.W., Washington D. C. 20009. P-73589.

3241 — YUGOSLAVIA — A major building construction enterprise desires collaboration with an American firm to develop facilities for a 750,000-ton **cement plant.** Cost estimated at $25 million with approximately $16 million of imported equipment. All necessary raw materials understood to be readily available. Firm employs 2,700 and had sales of about $35 million in 1972. Zvonimir Sams, General Director, Kombinat "'Zagorje", 42000 Varazdin, Yugoslavia. P-73597. OPIC.

3321 — YUGOSLAVIA — Leading producer of valves and castings would like to expand its production of **nodular iron castings** through a joint venture with an American firm. Equipment including a new induction furnace would be required. Ing. Bozo Mihaljinec, Commercial Director, Ljevaonica i tvornica armatura, Varazdin 42000, Janusiceva 33, Yugoslavia. P-73596. OPIC.

3494 — YUGOSLAVIA — Experienced producer of valves desires collaboration with U.S. company to add a production line for **automatic regulators used in water systems.** Will consider using electrical or hydraulic control, produced by American group, for mounting in a valve cast by the firm. End product would be sold in Yugoslavia and exported. Ing. Bozo Mihaljinec, Commercial Director, Ljevaonica i tvornica armatura, Varazdin 42000, Janusiceva 33, Yugoslavia. P-73598. OPIC. Diagram of projected regulator and a catalog of company's current products available from Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D. C. 20230.

3499, 3552 — GERMANY — Established manufacturer of various steel and light metal products is seeking licenses from U.S. manufacturers of **new types of spools and cartridge sleeves** for use in the chemical and textile industries. Company established in 1956 and employs 300. Maiworm & Co., 27 Schoentaler Weg, 5982 Neuenrade/Westf., Germany. P-73586. WTDR.

3542 — TAIWAN — Joint venture to produce **electromagnetic, oil pressure power presses, shearing machines and can making equipment.** Seeks $250,000 in financing, technical assistance. Offers 50 percent equity. Presently manufactures products listed above plus other machinery and hardware. Employs 130. Annual production around 2,000 units of presses and shearing machines. The Shin Shih I Machinery Co., Ltd., 220-5 Chunghwa Road, Changhwa 500, Taiwan. WTDR. P-73576. OPIC.

3559 — SWITZERLAND — Consulting engineering firm specializing in the field of **waste disposal and recirculation** seeks licenses. Wants to produce (1) **compact solid waste pulpers** from $8,000-$13,000 for commercial and industrial use; (2) **compact shredders for mixed waste** including metal tins and glass for commercial, residential, industrial application; (3) **rotary furnaces for waste incineration,** including sludge from waste water treatment plants; and (4) **related smoke filtering and deodorizing devices.** Firm is active throughout Europe, works with leading companies in Germany and Switzerland. Sound financial standing. A. d'Aujourd'hui, Beling AG, Baselstrasse 22, 4125 Riehen, Switzerland. P-73583.

3566 — GERMANY — A small well established manufacturer of flexible couplings and gears desires licenses from U.S. firms for the production of new types of **industrial drives.** Company established in 1927, employs 30. Exports to various European markets. Kauermann KG, 4 Duesseldorf-Gerresheim, Rotthaeuser Weg 24, Germany. P-73585. WTDR.

3643 — ISRAEL — License to manufacture **electrical fittings.** Interests include (1) sockets and plugs; (2) plastic power socket outlets and plugs, industrial, 3 phase, including wall type, similar to the European CEE form; (3) molded plastic boards on which electrical meters are fixed, single and modular type; (4) molded plastic wall cabinet for installation of circuit breakers, switches, etc., and (5) current-operated earth-leakage circuit breakers 30mA. Also interested in agency agreement. Reports annual sales of $4½ million, has several subsidiaries. Kibbutz Yifaat, P.O. Yifaat 30069, Israel. P-73574. OPIC.

3675 — INDIA — State development organization seeks license to manufacture **electronic components.** Interests include **aluminum electrolytic capacitors** (10 million units); **plastic film, polyester and styroflex capacitors** (10 million units); and **air die-electric and PVC variable gang condensers** (6 million units). A. S. Chatha, Managing Director, Punjab State Industrial Development Corp. Ltd. (PSIDC), United Commercial Bank Building, Sector 17-B, Chandigarh, India. P-73578. OPIC.

3694 — MALAYSIA — Seeks joint venture to manufacture **automobile spark plugs** for domestic and export sales. Plant is under construction with planned production of 20,000 spark plugs daily. Foreign participation of 49 percent may be machinery and equipment; technical know-how is required. Malaysia has investment incentives which may allow corporate tax exemption for 2 to 5 years. B. H. Huan, Director, Abear Rubber Industries Sdn. Bhd., 15-A Jalan Tengah, Klang, Selangor, Malaysia. WTDR. P-73599. OPIC.

3714 — INDIA — State development corporation seeks technical assistance to produce **automotive steering gears.** Plans to manufacture 50,000 units annually. Preliminary reports indicate annual demand is 140,000 units, expected to increase to 300,000 units by 1980. Present production around 45,000 units a year. D. S. Barla, Planning Engineer, The Madhya Pradesh Audyogik Vikas Nigam Ltd., 36 Bhadbhada Road, New Market, Bhopal 3, Madhya Pradesh, India. WTDR. P-73573. OPIC.

3829 — INDIA — Seeks technical assistance for manufacture of **precision measuring instruments** such as gauges: plain plug, thread plug, plain ring, thread ring, shop, depth, sheet and wire, feeler, radius, screw pitch, slip; height gauges—vernier, depth gauges—vernier and bevel protectors, combination squares, vernier calipers, external micrometers, micrometer depth gauges, length bars, sine bars. A. S. Chatha, Managing Director, Punjab State Industrial Development Corp. Ltd., (PSIDC), United Commercial Bank Building, Sector 17-B, Chandigarh, India. P-73601. OPIC.

Visiting Nigerians Seek Ties With U.S. Companies

A twenty-man mission of prominent Nigerian businessmen will be visiting the United States Sept. 23 through Oct. 4. They are seeking ties with prospective American joint venture partners and suppliers.

Their areas of interest include hotel and real estate development, mortgage and investment financing, sanitary paper products, industrial chemicals, public relations, pharmaceuticals, hospital supplies, wearing apparel, textiles, transportation services, building materials, architectural services, insurance and electrical appliances. The mission will travel to New York, Washington, Memphis and Houston.

Additional information is available from the Office of International Finance and Investment, BIC-287, U.S. Department of Commerce, Washington, D.C. 20230. Tel. (202) 967-4065. P-73609.

Gas Pipeline Project Begun In Yugoslavia

Naftagas, Yugoslavia's sixth largest firm and largest producer of natural gas, has embarked on a $109 million project to construct a natural gas pipeline to transit Vojvodina and Serbia to eventually connect with terminals in Rumania and Bulgaria. Naftagas has received a $59.4 million IBRD loan toward the purchase of foreign supplies and equipment.

Naftagas has announced that tender documents for the following may be purchased until Sept. 25, 1973, and that they do not expect closing of bids sooner than 90 days after Sept. 25: A) Pipes, 30" API 5L X—60 CCA 115 KMS 17,407 tons. B) Pipes, 28" API 5L X—60 CCA 37 KMS 4,679 tons. C) Pipes, 24" API 5L X—60 CCA 51 KMS 5,138 tons. D) Pipes, 20" API 5L X—60 CCA 34 KMS 2,435 tons. E) Pipes, 10¾" API 5L X—42 CCA 36 KMS 1,502 tons. F) Pipes, 8⅝" API 5L X—42 CCA 20 KMS 585 tons. G) Pipes, 6⅝" API 5L X —42 CCA 51 KMS 978 tons. H) Pipes, 4½" API 5L X—42 CCA 82 KMS 1,048 tons.

Naftagas will accept bids on one, all or a combination of the various sizes and quantities of pipe for delivery free factory Yugoslavia or C.I.F. Yugoslaviport. Tender documents may be purchased by payment of 10,000 ND (approx. $660) nonreturnable. Payment in local currency should be made to Vojvodjanska Banka, Novi Sad, Contro-Corrente 65700-620-21-32000/248. The documents are available from: "Naftagas" Zajednica Radnih Jedinica Transporta, Primene I Prometa Gasa, Radnicka Ulica 2, 21000 Novi Sad, Yugoslavia. Documents will be mailed upon receipt of bank receipt.

Swiss Chain Will Feature American Consumer Goods

Switzerland's largest department store chain, the Maus Frères group, will undertake a major promotion of American consumer goods in 25 to 30 stores, April 26 through May 18, 1974.

A large variety of U.S. consumer products suitable for sale in department stores will be featured.

American firms interested in participating in this promotion should contact Maus Frères' U.S. representative, Kirby Block Co. (Foreign Division), 393 Seventh Ave., New York, N.Y. 10001.

Poles Seek Suppliers For Livestock Confinement, Feeding Systems

Poland's Ministry of Agriculture is interested in receiving information from U.S. firms interested in supplying technical documentation, equipment, and/or construction services for the construction of complete buildings, including equipment, for housing and feeding of beef cattle, dairy cows, and hogs, and complete mixed feed plants to supply these livestock. The project will span 5-6 years and calls for annual construction of facilities for 50,000-60,000 beef cattle, 5,000-6,000 dairy cows, and 150,000 hogs.

Firms interested in the entire project or any part of it should supply information about themselves and their products, for forwarding to the Ministry of Agriculture, to the Economic/Commercial Section, American Embassy Warsaw, c/o U.S. Department of State, Washington, D.C. 20521 (via unclassified air pouch).

Brazilian Firm Invites Bids For Sub-Station Equipment

The Companhia Hidro Electria Do Sao Francisco (CHESF) of Brazil invites interested American manufacturers of substation transmission line and general installation equipment and other materials to prequalify in order to supply CHESF's fourth Expansion Plan. This project is financed by the Inter-American Development Bank.

International bidding is open to U.S. firms which prequalify by Sept. 10, 1973.

The Brazilian firm's address is: Diretoria Comercial, Departamento De Compras E Contratacoes, Divisao De Processamento De Aquisicoes, Rua Visconde de Inhauma, 134—11° andar, Rio de Janeiro, Estado da Guanabara, Brazil (Telephone 223-1844).

For further information contact William Corfitzen, BIC-262, U.S. Department of Commerce, Washington, D.C. 20230, Tel.: (202) 967-4523.

Soviets Are Interested In Textile Equipment

Meetings with the Soviet Planning Agency and the Ministry of Foreign Trade have produced a strong expression of interest in U.S. textile equipment. The Soviet textile industry will be retooled over the next two to three years, resulting in significant import needs during that period.

S. I. Avdokunin, Director of TECHNOPROMIMPORT, stated that his organization would like to receive information on U.S. equipment for producing textile and knitted goods. Broad areas of interest include finishing, dyeing, drying, bleaching, and wool processing equipment with wrink and flat screen for use in printing on knitted fibers and textiles, carbonization equipment and machinery for production of tufted carpeting and of artificial furs.

Firms interested in selling such equipment should contact: S. I. Avdokunin, Director, or G. G. Knjazev, Deputy Director, TECHNOPROMIMPORT, Smolenskaja-Sennaja Pl., 32/34, Moscow, G-200, Telex: 233. For information and assistance in doing business with the Soviet Union in this product area contact Joanne B. Kay, Bureau of East-West Trade, Trade Development Assistance Division, Room 4816-U.S. Department of Commerce, Washington, D.C 20230. Phone: (202) 967-3352.

Developing Nations Seek Funds, Expertise From United Nations Development Program

Twelve developing nations have submitted 17 requests for financial and technological assistance from the United Nations Development Program. Copies of these preliminary requests are available to U.S. firms. They can serve as a guide to potential projects on which future bid proposals may be requested, or as indications of the industrial and social plans of the requesting nations.

U.S. firms are cautioned that these projects may not be approved by the UNDP for technical and/or other reasons. They have not yet been funded by the UNDP and no executing agency has been designated to implement them. Interested U.S. firms may request copies of these projects from the Trade Opportunities Section, BIC-267, Room 1322, Office of Export Development, U.S. Department of Commerce, Washington, D.C. 20230. Please include a pre-addressed label and identify each project desired by project number, country and title in your requests.

BGD/72/017 — BANGLADESH—Warehousing.

BUR/71/521 — BURMA—Assistance to the Institute of Agriculture, Veterinary Science and Forestry.

EGY/72/016 — EGYPT—Central Metallurgical Research and Development Institute (Phase II).

EGY/73/031 — EGYPT—Center for Advancement of Post Graduate Studies in Engineering and Experimental Physics, Cairo University.

ELS/73/004 — EL SALVADOR — Forestry development and watershed protection.

IRA/72/009 — IRAN — Rural non-farm activities development.

MEX/73/012 — MEXICO — Technical co-operation of post-graduate teaching and research in veterinary.

NEP/73/001 — NEPAL—Gandaki/Lumbini Regional Planning Project.

OMA/73/006 — OMAN — Port management and operations.

SOM/72/012 — SOMALIA—Strengthening forestry and wildlife management.

SOM/73/003 — SOMALIA—Strengthening of plant protection services.

CEY/72/051 — SRI LANKA—Skipjack fishery development.

TUR/71/550 — TURKEY — Assistance to the Marmara Scientific and Industrial Research Institute, Gebze.

TUR/72/035 — TURKEY—Strengthening of Textile Research and Training Center, Bursa.

YUG/72/004 — YUGOSLAVIA—Protection of the human environment in Yugoslavia's Adriatic region.

YUG/73/010 — YUGOSLAVIA — Geological explorations of mineral raw materials (metals and non-metals) in the Socialist Republic of Montenegro.

YUG/73/011 — YUGOSLAVIA — Production, dyeing, storage and processing of maize.

Foreign Trade Opportunities

These trade opportunities are based on reports received from the U.S. Foreign Service by the Trade Opportunities Division, BIC-267, U.S. Department of Commerce, Washington, D.C. 20230. The commodities in which foreign firms have interest are indicated by the five-digit numbers and commodity classifications which are from the Standard Industrial Classification (SIC) Manual and the Numerical List of Manufactured Products, 1967 Census of Manufacturers.

U. S. firms should be aware that the listing in Commerce Today *of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the Department of Commerce pursuant to the Export Administration Act of 1969. Applicable export licensing regulations must be followed.*

Every effort is made to include only traders with good reputations. However, the Department cannot be responsible for any trade relations.

Abbreviations used are: I (importer); D (distributor); M (manufacturer); A (agent); R (retailer). To avoid delays, requests for loan material must specify country, commodity, foreign government agency.

WTDR indicates that a World Traders Data Report on this specific firm is available for $5 from the U.S. Department of Commerce, BIC-266 Washington, D.C. 20230. A WTDR is a trade profile which contains commercial information, including financial references, on an individual foreign firm. Orders must include complete name and address of the subject firm and be accompanied by payment. Further information concerning WTDR's and request forms is available at each Commerce District Office.

The mark (●) indicates that this trade opportunity is a request for bids by a foreign government agency.

Direct Sales

Foreign private firms and government agencies are interested in direct purchases of these products. See also "Representations" listing.

Livestock farms

01320 — CAMEROON — Leaf tobacco for resale throughout northwest province of Cameroon. Waterloo Trade Co. (R. I. A), P.O. Box 116, Nankon Bamenda.

Miscellaneous nonmetallic minerals

14990 — BOLIVIA — Diatromacerous earth: "hyflo super cel," or "standard super cel." Cerveceria Taquina S.A. (M, I, D), Casilla 494, Cochabamba. Cable: "Taquina."

Building construction

●151100 — ALGERIA—Turnkey (except building construction) **plastic school and office supply plant** at Azazga, Western Algeria. Bid deadline is Nov. 9. Tender documents are available for 1,000 DA (approximately $294.12) from Monsieur le Chef du Projet Plastiques, L'Attention de M. Ahmed Ghozali, President Directeur General de la Sonatrach, 17 Rue de la Liberte, Algiers. Correspondence in French required.

●151100 — **United Arab Emirates-Government desires brochure and catalogs from U.S. manufacturers of pre-fab housing and structures.** Units must be reasonable in cost, durable, and suited for extreme heat. Interested U.S. firms should send two sets of catalogs to U.S. Embassy, Box 2203, Abu Dhabi, Arabian Gulf.

Heavy construction

●16200 — ALGERIA — Temporary diversion (400 meters, 5 meter diameter), as first part of Guenitra Dam, Wilaya (Province) of Constantine. Deadline Oct. 1, 11:00 A.M. Tender documents are available from Direction des Projets et Realisation Hydrauliques, Lere Division Des Barrages, Ex-Convent Saint Charles, Birmandreis, Algiers; or from Societe Traction et Electricite, 31, Rue de la Science, 1040, Brussels, Belgium at 100 DA (approximately $29.41). Correspondence in French is required.

●16210 — INDONESIA — Construction of Wharf at Aer Tembaga, North Sulawesi. Includes a 113.2 meter long steel pile quaywall, dredging and filling of about 7,000 cubic meters, about 3,600 square meters of asphalt pavement for yards, 160 meters long and 6.5 meters wide asphalt pavement road, 3 slipways 100 meters long with a winch house and haulage facilities for 30 G.T. fishing vessels, and a fuel tank with 100 ton storage capacity. Bid deadline is Oct. 10. Bids should be submitted to P. N. Perikani Sulawesi Utara/Tengah, c/o Directorate General of Fisheries, Ministry of Agriculture, Jalan Salemba, Raya No. 16 (Front Building, 4th Floor), Jakarta. Tender documents available for Rupiah 31,125 each (about $74.64).

Canning, preserving foods

20310 — BURUNDI — Inexpensive canned fish such as sardines, mackerel and herring (pilchards), staple food in great demand. Delivery as soon as possible. Quote prices f.o.b. port of exit or c.i.f. Dar Es Salaam, Tanzania. Sonaco (I, D), B.P. 128 Bujumbura.

20310 — TAIWAN — Canned sardines, in oil or tomato sauce. Mulsen Trading Co., Ltd. (I, exporter), P.O. Box 726, Taipei.

Confectionery

20710 — FRANCE — Confectionery, including marshmallows. Societe Etar (D, I, Exporter), 17, Passage Du Sud—Paris 19.

20712 — FRANCE — Candy specialties. Societe Etar (D, I, Exporter), 17 Passage Du Sud—Paris 19.

20715 — FRANCE — Penny goods. (D, I, Exporter), 17 Passage Du Sud—Paris 19.

Food preparations

20993 — TRINIDAD & TOBAGO — Liquid glucose 45 BE preferably in reconditioned light weight steel drums holding 500-600 lbs. each. Initial order 500 drums, subsequent shipments every 5-6 weeks of 100 drums. C.i.f. price quotations. K.C. Confectionery Co. (I, M, Wholesaler), Sothern Main Red., Couva; Cable: Biscon.

Broad woven fabric mills, cotton

22110 — AUSTRALIA — Bedspreads. Lloyd E. Chrystal, Mng. Dir. (I, D, M), H. V. Illidge Pty. Ltd., 6 Hutton St., Osborne Park, W.A. 6017.

22110 — FRANCE — Lining fabrics for men's clothing, in cotton, 96cm, 24 x 24, 34/34. Subrenat S.A. (M, D, I), 29 Rue Fosse-Aux-Chenes 59 Robaix.

22110 — JAPAN — Bed blankets. Suzuya Co., Ltd., Attn: Mr. Ichikawa (I, R), Wawraq Yushima, Bunkyo-Ku, Tokyo (113).

22110 — SOUTH AFRICA — Cotton tablecloths, table centers, with patterns, for resale. Catalogs, prices f.o.b. vessel (named port of shipment). Harris L. King Pty. Ltd. (I, D), P.O. Box 160, Cape Town.

22110 — UNITED KINGDOM — Indenthrene dyed and impregnated cotton tent cloth in several colors, weight about 6 to 7 ou. per sq. yd. with a count of about 80 warp threads x 60 weft threads per in. in a width of 55 in. Annual requirements are 20,000 to 25,000 yds., to be taken in lots of 5,000 to 6,000. Material destined for firm's overseas associates. Low & Bonar Textiles Ltd., James Craig, R L Dept. (M, exporter), 63-73 King St., Dundee DD1 9JA, Scotland.

22112 — AUSTRALIA — Cotton sheeting, minimum 100,000 yds. per yr. in lots of 20-25,000 yds. per shipment. Lloyd E. Chrystal, Mng. Dir. (I, D, M), H. V. Illidge Pty. Ltd., 6 Hutton St., Osborne Park, W.A. 6017.

22117 — TANZANIA — Cotton waterproof canvas in width of 36, 54 and 70/72 inches; weight 16, 18, 20 and 22/24 oz. per square yard; packing in 100, 200 or 300 running yards annually. Tanzania Tarpaulins Supplies, Attn: S. Soochak (I, D, M), P.O. Box 20302, Dar Es Salaam.

22118 — JAPAN — Cotton sheets and pillow cases. Suzuya Company, Ltd., Attn: Mr. Ichikawa (I, R), 2-24-1 Yushima Bunkyo-Ku, Tokyo (113).

22119 — AUSTRALIA — Cotton towels of all kinds including 3 piece bath mat sets. Lloyd E. Chrystal, Mng. Dir. (I, D, M), H. V. Illidge Pty. Ltd., 6 Hutton St., Osborne Park, W.A. 6017.

Broad woven fabric mills, manmade fiber, silk

22210 — AUSTRALIA — Fabric materials for the manufacture of dresses, curtains etc. in small mixed lots, or off cuts in lengths over 2 feet. Hansel & Gamble Pty Ltd. (I, D), P.O. Box 108, Auburn NSW 2144.

22210 — FRANCE — Lining fabrics for men's clothing in man-made fibers (polyamide, and nylon-viscose). Subrenat S.A. (M, D, I), 29 Rue Fosse-Aux-Chenes—59 Roubaix.

22210 — SWITZERLAND — Synthetic fibers, such as acrylic and polyester, tow cable, staple fiber and top qualities in any fineness. Annual requirements approx. 1,000 m.t. Nylon staple fiber for carpets. Societe Commerciale De Laines SA, Socolaine, Attn: Mr. Kresse, Mng. Dir. (A, I, D), 7 Rue De La Fontaine, 1211 Geneva 3.

22214 — AUSTRALIA — Sheeting: cotton/polyester blend. Require minimum 100,000 yards per year in lots of 20-25,-000 yards per shipment. Lloyd E. Chrystal, Mng. Dir. (I, D, M), H. V. Illidge Pty. Ltd., 6 Hutton St., Osborne Park, W.A. 6017.

22218 — TANZANIA — PVC tarpaulin cloth in widths of 36, 54 and 70/72 inches; weight 6/8, 18 and 21/22 oz. per square yard; packing in 100, 200 or 300 running yards. Consumes approximately 30,000 yards annually. Tanzania Tarpaulins Supplies, Attn: S. Soochak (I, D, M), P.O. Box 20302, Dar Es Salaam.

Floor covering mills, products

22790 — SWEDEN — Vinyl carpets. Nya Jute Industri AB (I, D, M), Finspangsgatan 49, S-163 21 Spanga.

Yarn, thread mills, products

22810 — NORWAY — Cotton spun yarns and blends. Direct purchase & agency. C. B. Barth & Co. A/S, Attn: Mr. Ivar Molmen, Mng. Dir. (I, A), Parkveien 33, Oslo 2.

22811 — BELGIUM — Natural carded and combed yarns, single or two ply, numbers 8, 10, 12, 14, 16, 18, 20, 24, 28, 30 and 36. Quote c.i.f. Antwerp, samples and prices as soon as possible. One thousand tons annually. Direct purchase & agency. Mr. Gilleman, Mgr., A. & J. J. Gilleman Textiles (Importers of Cotton and Rayon Yarns), 75 Ave. Gomar Vandewiele, 9600 Renaix.

22811 — FRANCE — Cotton yarn carded for weaving of corduroy, yarn number 12/-, soft twisted for weft. 46,000 kilos deliveries starting Sept. and until end of Dec. 1973. Order might be repeated. C. Bernheim & Fils (A, D, I), 33 Rue des Jeuneurs—B.P. 351—75064 Paris Cedex 02.

22813 — BELGIUM — Natural spun rayon, viscose/polyester and polyester/cotton yarns, single and two ply, in numbers 8, 10, 12, 14, 16, 18, 20, 24, 28, 30 and 33. Quote c.i.f. Antwerp; samples and prices as soon as possible. One thousand tons annually. Direct purchase & agency. Mr. Gilleman, Mgr. of A & J. J. Gilleman Textiles (Importers of Cotton & Rayon Yarns), 75 Ave. Gomar Vandewiele, 9600 Renaix.

22950 — CAMEROON — Artificial leather materials for resale to be used in manufacture of furniture, handbags and some clothing accessories. Send prices, samples. Waterloo Trading Co. (R, I, A), P.O. Box 116. Nankon Bamenda.

Textile goods

22992 — SWEDEN — Textile wallpaper made of linen, etc. Nya Jute Industri AB (I, D, M), Finspangsgatan 49, S-163 21 Spanga.

Men's, youths', boys' furnishings, work clothing

23212 — SWITZERLAND — Fashionable men's, youth's and boy's leisure time and sporting shirts. Direct purchase & agency. Neue Toga AG, Attn: H. O. Studer (I, A, M), Rittmeyerstrasse 15, 9014 St. Gallen.

23271 — SWITZERLAND — Fashionable men's and boy's jeans for leisure time use. Direct purchase & agency. Neue Toga AG, Attn.: H. O. Studer (I, A, M), Rittmeyerstrasse 15, 9014 St. Gallen.

Women's, misses', juniors' outerwear

23312 — SWITZERLAND — Fashionable women, misses and junior's leisure time and sporting shirts. Direct purchase & agency. Neue Toga AG, Attn: H. O. Studer (I, A, M), Rittmeyerstrasse 15, 874 St. Gallen.

23393 — SWITZERLAND — Fashionable women and misses jeans and similar leisure time pants. Direct purchase & agency. Neue Toga AG, Attn: H. O. Studer (I, A, M), Rittmeyerstrasse 15, 9014 St. Gallen.

23393 — UNITED KINGDOM — Women's swimwear. (High quality). Charnos Ilkeston Ltd. Contact: Mr. Hodges, Dir. (I, M), Ilkeston, Derbyshire DE7 4BP.

Sawmills, planing mills

24211 — JAPAN — Rough lumber, listed by species desired, width, thickness, length, and quantity needed (in board feet): red cedar or hemlock — 13/16", 1¾", 13' 1½", 700,000; Red cedar or hemlock—1¾", 1¾", 13' 1½", 700,000; spruce or cypress — 1 7/16", 1¾", 13' 1½", 300,000; Spruce or cypress—1¾", 4⅛", 13' 1½", 500,000; Hemlock—4⅛", 4⅛", 9' 10⅛", 700,000; Hemlock — 3-9/16", 3 9/16", 13' 1½", 700,000; Hemlock—4⅛", 4⅛", 13' 1½", 300,000; Hemlock—3 9/16", 3 9/16", 9' 10⅛", 100,000; Hemlock—9/16", 3 9/16", 13' 1½", 100,-000; Hemlock—4⅛", 5⅞", 13' 1½", 100,-000; Hemlock—4⅛", 7 1/16", 13' 1½", 100,000; Hemlock—4⅛", 8¼", 13' 1½", 100,000; Hemlock—4⅛", 11 13/16", 13' 1½", 100,000. Daiei Housing Co., Ltd. Contact: Y. Nakanishi, Mgr. Overseas Div. (I, M, Contractor), Chunichi Bldg., 1-1 Sakae 4-Chome, Naka-Ku, Nagoya 460.

24212 — AUSTRALIA — Dimension timber. Direct purchase & agency. Mr. Robert Pansing, Sales Mgr. (Building contractors), Guy Du Faur Holdings Pty. Ltd. 24 Charles St., South Perth, Western Australia, 6151.

24262 — AUSTRALIA — Hickory handle blanks or billets to be processed into handles for woodworking tools and axes. Kruger Enterprises (I, D, M), P.O. Box 52, Booval, Queensland 4304.

24290 — AUSTRALIA — Shingles. Direct purchase & agency. Mr. Robert Pansing, Sales Mgr. (Building contractors), Guy Du Faur Holdings Pty. Ltd. 24 Charles St., South Perth, Western Australia, 6151.

Millwork, veneer, plywood, prefabricated structural wood items

24316 — CANADA — Picture frame molding—softwood. Multiframe Ltd., Contact: Alfred Karu (M), 253 Centre St. E., Richmond Hill, Ontario. Tel: (416) 889-7556.

24323 — AUSTRALIA — Plywood. Direct purchase & agency. Mr. Robert Pansing, Sales Mgr. (Building Contractors), Guy Du Faur Holdings Pty. Ltd. 24 Charles Street, South Perth, Western Australia, 6151.

24331 — AUSTRALIA — Laminated beams. Mr. Robert Pansing, Sales Mgr. (Building contractors), Guy Du Faur Holdings Pty. Ltd. 24 Charles Street, South Perth, Western Australia, 6151.

Household furniture

25143 — FRANCE — Metal camp and garden furniture. Direct purchase & agency. Catena—France (I, D), 50 Rue De Paradis 75010 Paris.

25190 — JAPAN — Bathroom furniture, towel racks and shelves of fiberglass and plastic. Eurasia Trading Co., Ltd. (OA Boeki K.K.), Attn: Mr. Miyake, Pres. (I, A, D), 1-12-32 Akasaka, Minato-Ku, Tokyo 107.

Paper mills

26200 — GERMANY — Paper mill products. Delivery requirements c.i.f. Rotterdam. Integral GmbH & Co. KG, Contact: Herr Hagemann (A, I), 415 Krefeld, Uerdinger Strasse 1.

26216 — HONG KONG — 5-6 ply kraft paper for packaging cement. Michel of Hong Kong Ltd. (I, Exporter), 906 Shui Hing House, 21 Nathan Rd., Kowloon.

Paperboard mills, products

26300 — GERMANY — Paperboard mill products, delivery requirements c.i.f. Rotterdam. Integral GmbH & Co. KG, Contact: Herr Hagemann (A, I), 415 Krefeld, Uerdinger Strasse 1,

Converted paper, paperboard items

26400 — GERMANY — Converted paper and paperboard products, delivery requirements c.i.f. Rotterdam. Integral GmbH & Co. KG, Contact: Herr Hagemann (A, I), 415 Krefeld, Uerdinger Strasse 1.

26414 — FRANCE — Adhesive tapes. Graphco (Cie Francaise de Realisazions Graphiques) (M, exporter), 26 Blvd. D'Inkermann—92200 Neuilly Sur Seine.

26416 — BELGIUM — Casein based adhesive for labeling bottles used in breweries. Robert Castelein Jr., Mng. Dir. of Etablissementen. Robert Castelein & Co. N.V. Hoogboomsesteenweg 166, 2070 Ekeren. WTDR 8/73.

26492 — NETHERLANDS — Fancy gold and silver foil papers, preferably embossed, ranging from 90-120 gran/cm², for decorative packaging. Direct purchase of large quantities if price competitive. Manager visiting East Coast U.S. in early September 1973, wishes to contact manufacturers of above products in following states: Massachusetts, Connecticut, New York, New Jersey prior to trip. Geha Cartonnages B.V. Attn: Mr. C. Wiersma, Mgr. (I, M, Exporter), 83 Demertsraat, Maastricht.

Paperboard containers, boxes

26500 — GERMANY — Paperboard containers and boxes, delivery requirements c.i.f. Rotterdam. Integral GmbH & Co. KG, Contact: Herr Hagemann (A, I), 415 Krefeld, Uerdinger Strasse 1.

General commercial printing

27515 — PORTUGAL — Display advertising (posters and car cards). S. Trocas—Representacoes (I, A), Rua Aires Ornelas, 238-2. DT., Oporto.

27519 — PORTUGAL — Art reproductions and prints. S. Trocas—Representacoes (I, A), Rua Aires Ornelas, 238-2. DT., Oporto.

Industrial chemicals

●**28100 — ARGENTINA** — Alkyline oxides and glycols, such as glycol ethers, polyethylene glycol (E series), antimicrobial agents, phenol derivatives, nitrogen compounds, chlorinated organics, ehtyleneimine and derivatives and synthetic resin chemicals. No tender number or bid deadline indicated. Pittsburgh & Cardiff Coal Company, SA, Piso 3 Y 4, Bartolome Mitre 853, Buenos Aires, Argentina, has recently opened a chemical division, and is anxious to establish an exclusive agency agreement with a substantial U.S. manufacturer/-exporter of the above listed intermediate chemicals. This firm is a large and well run company that was founded in 1915, and reorganized in 1958. It is headquartered in Buenos Aires, with 13 interior city branches, 6 different warehouse locations, 427 employees, and sales of $12.5 million in 1972. The firm is slated for expansion. They initially specialized in the sale (on its own account and as an agent) of coal, coke, and specialized products for the metallurgical industry, but have now diversified their distribution to include iron and steel products, non-ferrous metals, construction materials, heavy industrial equipment and machinery. Interested U.S. firms should contact Pittsburgh and Cardiff.

●**28100 — CHILE** — Large variety of chemical reagents, tools and implements to equip chemical laboratories for agricultural schools. Chilean Government Tender. Tender Number: B.I.R.F. 668-CH No. 1. Bid deadline October 1. All correspondence must be in Spanish. Bids should be submitted to Unidad De Proyecto B.I.R.F., Ministeri De Educacion, Morande 322, Officina 414, Santiago, Chile. Copies of tender documents and specifications being airpouched Commerce. Upon receipt they will be available from Chemicals and Rubber Program, Materials Division, BCABP-458, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-3464).

28120 — NIGERIA — Potassium and sodium carbonates, caustic potash, caustic soda, compressed or liquefied chlorine, potassium carbonate, soda ash, sodium bicarbonate, sodium carbonate (soda ash) and sodium hydroxide (caustic soda). Quotations desired c.i.f. Lagos with indication of size and type of container, and delivery schedule. F. Osayande Odeh, Mng. Dir., Nibok Chemicals Ltd. (I), P.O. Box 6665, Lagos.

28151 — PORTUGAL — Sulfonated and etoxilated alkyl-phenol, etoxilated alkyl amines. Mafopel—Manuel Francisco Pereira, Lda. (I, A, D), Rua Das Rosas, 66 Gueifaes, Maia (Douro).

28160 — NIGERIA — Inorganic paint pigment, zinc oxide pigments, and zinc yellow and zinc sulphide zinc pigments. Quotations desired c.i.f. Lagos with indication of size and type of container, delivery schedule. F. Osayande Odeh, Mng. Dir., Nibok Chemicals Ltd. (I), P.O. Box 6665, Lagos.

28161 — BURUNDI — Titanium rutile oxide—used in manufacturing latex type paints. Annual needs: twenty-five tons. Rudi Paints, Dir. Marcel Niemegeers (I, M), B.P. 1111, Bujumbura. Prices f.o.b. port of exit or, if possible, c.i.f. Dar es Salaam, Tanzania. Goods should be packed in reinforced paper bags very securely.

28161 — PORTUGAL — Titanium white pigments. Must complete purchase arrangements urgently. Reo—Fabrica de Tintas Reunidas, Lda. (M), Rua Santos Pousada, 755, Oporto.

28161 — PORTUGAL — Titanium dioxide and pigments for leather industry. Mafopel—Manuel Francisco Pereira, Lda. (I, A, D), Rua Das Rosas, 66 Gueifaes, Maia (Douro).

28162 — NETHERLANDS — Lead-free zinc oxide, for own account, or on commission agency basis. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28163 — NETHERLANDS — Iron oxide pigments; ceramic colors for own account or on commission agency basis. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28181 — PORTUGAL — Surfactant nonionics and anionic sulfates to be used in household detergent formulations; other surface-active materials. Must complete purchase arrangements urgently. Rui Braegger (I, M), Ave. Vasco da Gama, 635, Miramar, Vila Nova de Gaia.

28183 — NETHERLANDS — Rubber-processing chemicals for own account or commission agency basis. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28185 — INDIA — Industrial organic chemicals such as triethanolamine, napthanic acid, cresylic acid, ionol, lithium hydroxide, glycol ether. Lubri-Chem Industries (M), Kanji Mansion, 313 Sardar V.P. Rd., Bombay 400004.

28195 — NETHERLANDS — Aluminium oxide, for own account or commission basis. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28199 — INDIA — 50 metric tons each of lithium carbonate and lithium hydroxide with 99 percent purity for manufacturing lithium salts. National Marketing Corp. (M), Pokhran Rd., No. 2, Majiwada, Thana 6.

28199 — ITALY — Calcium carbide (CaC_2). Estimated annual quantity: 2,-000 tons. With quotations, please specify liters of acetylene gas yielded per kg. of calcium carbide. C.O.A.N. S.P.A. Ossigeno Acetilene Compresso (M), Via Ferrante Imparato 431, 80146 Napoli.

Synthetic materials

28210 — SWITZERLAND — Monistrol granulate (plastic) 600 metric tons; polystripping granulate 1,000 metric tons; polyethylene granulate 5,000 metric tons; offers c.i.f. Port Iran. Gimelli & Co., AG., Attn: Mr. Steiner (I, A, M), Bernstrasse, 3052 Zollikofen.

28210 — UPPER VOLTA — Polyethelene plastic of good clarity and low density. Firm wishes to receive quotations c.i.f. Abidjan or c.i.f. Ouagadougou for 40 to 50 metric tons per month. Polyethelene will be used as raw material in manufacture of plastic bags and sacks. Sovolplas (Societe Voltaique De Plastique), Attn: Mr. Murli Maktani (I, M, D), Boite Postale 534 Ouagadougou.

28213 — HONG KONG — Polystryrene of general purpose, 20 to 100 tons per mo., polystyrene of high impact, 30 to 40 tons per mo.; and ethylene vinylene acetate, 20 tons per mo. Firm has approximately 100 buyers waiting to obtain these products. Expect immediate delivery. C. K. Choi, Chisonco International Ltd. (I, A, D), 604 Commercial House, 35 Queen's Rd. C.

28213 — INDIA — 400 metric tons of paste grade P.V.C. resin for manufacturing leather cloth. The Elphinstone Spinning & Weaving Mills Co. Ltd., Leather Cloth Div., P. J. Halwasia, Plant Exec. (M), Senapati Bapat Marg, Bombay 400013.

28213 — INDIA — To produce woven sacks with high density polyethylene and other packaging bags with low density polyethylene. Intends to buy 50 tons of high density and 30 tons of low density polyethylene. International Packaging Co. (M), P.O. Box No. 14, Industrial Estate, Proddatur, Cuddapat, Andhra Pradesh.

28213 — MAURITIUS — Expandable polystyrene granules, standard block moulding grade for use in manufacturing packaging materials urgently required. Initial order: 4 metric tons, thereafter 4 tons monthly. Quotation required: 4-ton lots c.i.f. Port Louis via Durban. Resiglas Co. Ltd., H. Closel (M), 44 Little Bridge St., Port Louis.

28213 — NETHERLANDS — Cellulosics, incl. cellulose acetate, cellulose acetate butyrate, cellulose nitrate, cellulose propinate, ethyl cellulose, methyl cellulose, and olefin polymers and copolymers. Requested, preferably for direct purchase, or on commission basis. Polypropylene, styrene-acrylonitrile, acrylonitrile-butadiene-styrene, all other styrene or styrene derivative polymers and copolymers, polyvinyl chloride and copolymers, fluorocarbon, other thermoplastic resins such as acetal, polycarbonate, polyterpene, etc. Requested, preferably on commission basis, or for direct purchase. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28213 — PORTUGAL — Nitro-cellulose and acrylic resins. Mafopel—Manuel Francisco Pereira, Lda. (I, A, D), Rua Das Rosas, 66 Gueifaes, Maia (Douro).

28214 — MAURITIUS — Polyurethane resin—high viscosity for manufacture of self-leveling seamless floors, both two-pack and moisturing curing, in 45-55 gal. drums. Also associated products: thickeners, flakes, self-leveling aids, anti-moisture compounds and fillers. Initial order: 20 tons. Roland P. Maurel (M), c/o Mauvillac & Co. Ltd., Pailles.

28214 — NETHERLANDS — Polyurethane and diisocyanate resins, preferably on commission basis, otherwise for direct purchase. Silicone resins, preferably direct purchase, otherwise on commission basis. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28214 — SURINAM — Polyester resin to be used for a new venture. Would like to receive price quotations and samples. Polvo Suriname N.V. (M, D), P.O. Box 1244, Kwattaweg K.M. 108, District Suriname.

28240 — LEBANON — Interested in buying and, ultimately, representing manufacturer of synthetic fibres, specificially: textured polyester yarns; polyamide filaments; acrylic or polyacrylic yarns; continuous filaments of several sorts (acetate, viscose, etc.); trademark synthetic fibers. Would buy above materials for resale to end users, primarily in Lebanon, but would prefer that continuing agency relationship would develop, whereunder Boyadjian would represent manufacturer in Middle East or, at least, in Lebanon and Syria. Requests replies as soon as possible. Direct purchase & agency. Diran Boyadjian (I, A), P.O. Box 3828, Beirut.

28241 — SWITZERLAND — Nylon yarn 20 D if 200 m.t.; acryl yarn on cones 48/2 dmm 400 m.t. Acryl yarn 32/2 dmm 200 m.t., all bright or matt; offers c.i.f. Port Iran. Gimelli & Co. AG., Attn: Mr. Steiner (I, A, M), Bernstrasse, 3052 Zollikofen.

28242 — SURINAM — Granulate of PVC to be used for manufacturing of PVC pipes. Annual consumption approx. 180 tons. Polvo Suriname N.V. (M, D), P.O. Box 1244, Kwattaweg K.M. 108, District Suriname.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28421 — OMAN — Insecticides. Muhammed Khamis & Bros. (I, R), P.O. Box 1022, Matrah, Sultanate.

28423 — SWEDEN — Detergents for textile carpets. Nya Jute Industri AB (I, D, M), Finspangsgatan 49, S-163 21 Spanga.

28442 — JAPAN — Toilet waters and colognes, bubble bath. Suzuya Co., Ltd., Attn: Mr. Ichikawa (I, R), Wawraq Yushima Bunkyo-Ku, Tokyo (113).

Paints, varnishes, lacquers, enamels

28511 — AUSTRALIA — Epoxy resins, reflective and nonreflective, for marking highway traffic lanes. Direct purchase & agency. D. J. Murray, Mng. Dir. (I, D, R), Wesfarmers Tutt Bryant, P.O. Box 21, Bassendean, WA 0654.

Gum, wood chemicals

28612 — PAKISTAN — Chemicals for processing and tanning leather. Firm requests quotations. Mohammed Alam Sethi, Partner, Mohammed Alam Bros. (I, D), P.O. Box 5552, Karachi.

Chemical products

28991 — NIGERIA — Salt, table, pure dried vacuum. Quotations desired c.i.f. Lagos with indication of size and type of container, and delivery schedule. F. Osayande Odeh, Mng. Dir., Nibok Chemicals Ltd. (I), P.O. Box 6665, Lagos.

Petroleum refining

29110 — NETHERLANDS — Microcrystalline wax, fully refined and other crystalline wax, requested for own account. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

Fabricated rubber products

30695 — SINGAPORE — Rubber mechanical goods such as seals & O-rings for packing. Marweld Engineers Pte. Ltd., (Mechanical Packing Div., Peter Soon, Mgr.) (I, A, D), 1082-A, Serangoon Rd., Singapore 12.

Plastic products

30795 — CANADA — Fiberglass reinforced plastic gratings, related specialty items such as hand railings, specialty fittings, etc. for industrial applications. Bancroft Western Sales Ltd. (I, A, D), 847 Marine Drive, North Vancouver, B.C.

30795 — PAKISTAN — Plastic moulding compounds (film grade). Firm wishes to have an agency representation. Mohammed Alam Sethi, Partner, Mohammed Alam Bros. (I, D), P.O. Box 5552, Karachi.

30798 — AUSTRALIA — Sanitaryware for bathrooms made of fiberglass and acrylics; i.e., bathtubs, hand basins, shower stalls. Direct purchase & agency. Russell A. Watkins, Mgr., M. R. Plastics (D, R, M), 58 Collingwood St., Osborne Park, West Australia, 6017.

30798 — CANADA — Plastic molding for picture frames. Multiframe Ltd., Contact: Alfred Karu (M), 253 Centre St. E., Richmond Hill, Ontario. Tel: (416) 889-7556.

Luggage

31610 — AUSTRALIA — Travel luggage, all types. Lloyd E. Chrystal, Mng. Dir. (I, D, M), H. V. Illidge Pty. Ltd., 6 Hutton St., Osborne Park, WA 6017.

Flat glass

32114 — CANADA — Non/glare glass for pictures. Multiframe Ltd., Contact: Alfred Karu (M), 253 Centre St., E. Richmond Hill, Ontario. Tel: (416) 889-7556.

Glass, silverware

32291 — PORTUGAL — Oven proof glassware. Armazens Marimor (I, A, D), Apartado 115, Aveiro.

Cement

32410 — PANAMA — White cement to be used in tile grout, for floors, general concrete finishing. Exclusive agency. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

Pottery, related products

32610 — JAPAN — Bathroom accessories, vitreous china and earthenware. Eurasia Trading Co., Ltd. (OA Boeki K.K.) Attn: Miyake, Pres. (I, A, D), 1-12-32 Akasaka, Minato-Ku, Tokyo 107.

Abrasive, asbestos, nonmetallic mineral products

32912 — KENYA — Grinding stones: 20 stones. Din form 182. Form D. 150 hardness J-K. 150 x 80 x 20. Prices c.i.f. Mombasa including commission 5%. Delivery: As soon as possible. Gathani Ltd. (I, A), P.O. Box 40329, Nairobi. Cable: "Gathani Nairobi".

32913 — TRINIDAD & TOBAGO — Sand and emery paper in jumbo rolls, and cutting equipment to convert rolls to belts, discs, paper cloth belting, other associated items for domestic and industrial purposes. Firm seeks technical information regarding manufacture of these products. Central Caribbean Distributors Ltd. (A, D, M), P.O. Box 618, 18-20 Pembroke St., Port of Spain.

32914 — KENYA — Steel wool wires; special wires for making steel wool of mill's brand "H15M90H" bright drawn, 3, 10 mm. 30 m/tons. Steel wool blades: 25 blades no. 00; 25 blades no. 000; 25 blades no. 0000. Prices c.i.f. Mombasa including commission 5 percent. Delivery: As soon as possible. Gathani Ltd. (I, A), P.O. Box 40329, Nairobi. Cable: "Gathani Nairobi".

32933 — SINGAPORE — Asbestos products and insulation materials for mechanical packing. Direct purchase & agency. Marweld Engineers Pte. Ltd., (Mechanical Packing Div., Peter Soon, Mgr.) (I, A, D), 1082-A Serangoon Rd., Singapore 12.

Steel mill products

●33100 — AUSTRIA — Imports of 40,000 M.T. tube rounds, 30,000 M.T. billets, 60,000 M.T. slabs, 5,000 M.T. wire rods, 1,000 M.T. T-iron, 6,100 M.T. flats and 1,300 M.T. equal angles. Salzach Metall Ges. M.B.H., Schloss Weitwoerth, A-5 110 Oberndorf, Vienna Austria. Specifications available at above address.

●33100 — BOLIVIA — Pipe for water distribution system: 120,000 meters, various diameters, with accessories. Tender No. 33/73; bid deadline October 2. Secretaria General, Comite Departamental de Obras Publicas, Calle La Paz Esq. Warnes (Casilla 218), Santa Cruz, Bolivia. Specifications available at above address.

●33100 — GHANA — 100,000 feet of steel piping 6" to 10" in diameter for pumping plant. Contract No. RA/2; bid deadline Oct. 2. Managing Director, Ghana Water and Sewerage Corp., P.O. Box M-194, Accra, Ghana. Specifications available at above address.

●33100 — IRAN — 250,000 Kgs. iron strap 25 x 2½ mm. Tender No. 958/52, bid deadline October 8, 1973. Iranian State Railways, Tehran, Iran. Specifications available from Iron and Steel Program, Bureau of Competitive Assessment and Business Policy-458, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2438).

●33100 — THAILAND — Design, manufacture, test, deliver and supervise erection and commissioning of one 75 MW lignite steam raising plant, steel structures pertaining to above equipment. Tender No. MM 003; bid deadline November 5. Electricity Generating Authority of Thailand, Monthaburi, Thailand. Specifications available at Electro-Watt Engineering Services Ltd., Beethovenstrasse 48, 8022, Zurich Switzerland at a cost of $180,000.

33121 — INDIA — Six metric tons high speed steel rounds for manufacturing textile machinery. Zell-Ate Ltd. (M), Indian Globe Chambers, First Floor, Fort St., Bombay 400 001. Attn: Mr. M. V. Sahita—Import Officer.

33123 — ITALY — Tin plate in coils. Specifications: soft temper lb 65, or 0.18 mm thick, also lb 107, or 0.30 mm thick. Tinning may not be less than 0.25 mm. Quantity requested: up to 4,000 m.t. per year. Delivery rate: from 700 m.t. to 1,000 m.t. per quarter on a permanent basis. Siderclar—Industria Lavorazione Prodotti Siderurgici S.P.A. (I, D, M), Via Milite Ignoto 7, 16012 Busalla (Genoa).

33123 — KENYA — Tin plates: jis G3303 spie T-3 E25 bright 0.30 x 711 x 476. 75 m/tons. jis G1969 0.30 x 762 x

508. 25 m/tons. Prices c.i.f. Mombasa including commission 5 percent. Delivery: As soon as possible. Gathani Ltd. (I, A), P.O. Box 40329, Nairobi. Cable: "Gathani Nairobi".

33127 — INDIA — 500-600 metric tons high carbon hot rolled steel strip of 2 mm size in coils and cold rolled annealed steel strip in ½" x 23 gauge. Harbans Lal Malhotra & Sons Private Ltd., Attn: B. N. Sarkar (I, M), India House (5th fl.), Opp. G.P.O., Bombay 400 001.

33127 — ISRAEL — Perforated stainless steel sheets. Amiad Filtration & Irrigation Systems (M), Amiad 12335, D.N. Korazim.

33128 — SWEDEN — Hollow structural sections in accordance with ASTM a 500 grb. Measurements: 40 x 2.9 to 400 x 400 x 2 mm, and 50 x 30 x 2.9 to 450 x 350 x 20 mm. Stalror I. Halmstad AB (M, D), Box 204, S-301 04 Halmstad.

33128 — ZAMBIA — Mild steel products. Steel Supplies Of Zambia Ltd. (I, M, D, A), P.O. Box 561, Lusaka.

33152 — AUSTRALIA — Nails, 3" x 9 gauge in multi ton quantities. Direct purchase & agency. McPhersons Ltd. (I, D, M), Box 126, Alexandria, NSW 2015. Attn: Mr. Chris Morgan, Market Analyst.

33167 — MALAGASY REPUBLIC — Black cold rolled steel sheeting (tinmill black plate)—non-galvanized; laminated; on reels; second or third quality; thickness: 0.25 to 0.32 millimeters; width: 0.65 cm and up. Monthly needs: 100 metric tons. Requested price quotation (f.o.b.—U.S. Ports and/or c.i.f., Port of Tamatave). Societe Sino-Malgache D'Emaillerie (Sosimae), Attn.: Mourad Maleck, Dir. Gen. (M, I), 4 Boulevard Augagneur, Boite Postale 495, Tamatave.

33176 — AUSTRALIA — Seamless carbon steel pipe up to 30" diameter, wall thickness up to 3" made to ASTM A106 grade B and ASTM A106 grade C. Annual requirement up to 100 tons. Seamless alloy steel pipe for high temperature services same dimensions as above made to ASTM A335 grade P11 and ASTM A335 grade P22. Annually up to 100 tons. Carbon steel boiler tubes up to 4 inches O.D. with wall thickness up to five sixteenths inch made to ASTM A192 and ASTM A226. Annually up to 500 tons. To be used in electric power stations. Quotations required f.o.b. U.S. Ports and c.i.f. Sydney. Delivery 4-6 months from order. Tubemakers of Australia Ltd. (I, M), 140 Hunter St., Newcastle, NSW 2300.

33176 — INDIA — Seamless mechanical tubes of following sizes: (A) O.D. 19.05 mm (3/4) x 3/4 or 1 S.W.G.; (B) O.D. 24 mm (1") x ¾ or 1 S.W.G.; (C) O.D. 6 mm x 3 mm (I.D.) or 2 mm (I.D.) or 1.5 mm (I.D.). Central Automobiles, Attn: Mr. Desai (M), 3/427 Industrial Estate, Savarkar Nagar, Poona 9.

Iron, steel foundries

33232 — CANADA — Four cast steel riding rings to be shipped to and installed in Guybau's bauxite processing plant in Guyana. Initial quotes are now being sought for "at sea-going port" price for these finished machine castings. Price quoted should also include any shipment preparation costs. A realistic per-pound pricing should also be quoted so that any design changes could subsequently be costed out. An estimated delivery date "in weeks" is needed and for this calculation it should be assumed that contracts would be issued "in late 1973". Brief description is as follows: three riding rings of finished carbon steel castings for bauxite kilns with each riding ring weighing 56,600 lbs. and having ASTM A 148-65, grade 80-40 or equivalent. Fourth riding ring has same material specifications but slightly larger and weighs 62,400 lbs. D. G. Rossn H. Bergstrom International Ltd., Consulting Engineers, 1562 Herron Road, Durval 780, Quebec.

Rolling, drawing, extruding of nonferrous metals

33512 — NETHERLANDS — Brass sheets for offset plates, offset quality, absolutely flat, free from surface damage (pin holes, etc.). Half hard, ms 63 gauges 0.15 mm sizes 700 x 725 and/or 725 x 1000 mm. 0.20 mm sizes 700 x 1000 mm; 0.25 mm sizes 700 x 1000 mm; 0.30 mm sizes 700 x 1000 mm up to 1000 x 1350 mm; 0.40 mm sizes 1000 x 1350 mm; 0.50 mm sizes 1000 x 1350 mm; would also like to know maximum milling width available. Grafimex Europe B.V. Attn: Mr. J. Venema (I, M, D), Herenweg 5, 1643 Vijfhuizen.

33522 — NETHERLANDS — Aluminum coils and sheets, stretched and degreased, lithographic quality, AL 99.51 hardness H 16 and H 19, no surface damage, bright (or mill) finish. Coils; inner core diameter 150 mm, wall thickness 2 mm, maximum coil diameter 800 mm, core to protrude 100 mm at most from both ends of aluminum. Gauges: coiled aluminum: 0.10, 0.12, 0.15, 0.20, 0.25, 0.30, 0.35 mm, width 1056 mm. Sheets: gauges 0.30 mm sizes 800 x 1000 up to 1100 x 1300; 0.35 mm ditto; 0.40 mm sizes up to 1250 x 1650 mm; 0.50 mm sizes up to 1250 x 2000 mm. Grafimex Europe B.V., Attn: Mr. J. Venema (I, M, D), Herenweg 5, 1643 Vifjhuizen.

33572 — MALAYSIA — Electrolytic copper wire rods. BER, NEC, KE and KUE brands or equal for manufacture of enamelled copper wire. Coils ⅜ inch diameter with parity of 99.99 per cent; quotations c.i.f. Port Klang. 20 tons per order, annually six orders. Magnet Wires & Electricals Sdn.Bhd. (M), No. 5 Jalan Tukang, Shah Alam, P.O. Box No. 29, Sungei Rengam, Selangor. Attn: Dr. K. H. Vaghela, Mng. Dir.

33578 — PANAMA — 10,000 ft. power cable-single conductor 600 volt polyethylene insulated polyvinyl chloride jacketed type for all uses (aerial, conduit, underground duct and direct burial) and consisting of high purity uncoated aluminum alloy EC-H24 per latest issue of ASTM specs. B231 and B323, heat and moisture resisting, 75C polyethylene heavy duty neoprene jacket per latest IPCEA specs. in 5,000 ft. lengths each on non-returnable new wood reels properly faced, cost included in price. Conductor size 4-7/.0772 thicknesses: insulation: .045" jacket: .30" approx. OD: .382. Price quotation requested. Suministros Industriales, S.A., Mr. Erdulfo Chang, Pres. & Mgr. (I, A, D), Box 3296, Panama 5, Cable: Sinopan.

Cutlery, hand tools, general hardware

34230 — FRANCE — Hand and edge tools. Direct purchase & agency. Consortium Meyer-Sansboeuf (M, D, I), 68500 Guebwiller.

34232 — AUSTRALIA — Axes, 3½, 4, 4½ and 5 lb. heads fitted with 32 inch hickory handles; major requirement 4 and 4½ lb. heads. Nash Merchants Pty Ltd. Attn: P. Murphy Gen. Mgr. (I, D), 128 Day Street, Sydney NSW 2000.

24233 — AUSTRALIA — File blades: flexible curved tooth milled blades 14 inches long with 6½ teeth per inch for use in automotive body repair. Require approximately 2,000 blades per month. J. A. Telfer, Mng. Dir. (I, A, D), Telfer Trading Co. Pty. Ltd., 24 Claverton St., P.O. Box 120 N. Perth, W.A. 6006.

34294 — FRANCE — Builders' hardware. Direct purchase & agency. Consortium Meyer-Sansboeuf (M, D, I), 68500 Guebwiller.

34294 — JAPAN — Door locks, knobs and handles. Japan Merchandise Supply Co., Ltd. (I, D, Exporter), 8 Satsuma-Cho 2-Chome, Mizuho-Ku, Nagoya 467.

34295 — FRANCE — Various hardware. Direct purchase & agency. Consortium Meyer-Sansboeuf (M, D, I), 68500 Guebwiller.

Heating apparatus, plumbing fixtures

34310 — JAPAN — Bathroom fixtures and accessories. Matsuzakaya Co., Ltd. Attn: Takashi Katayama (I, R), 10, Ginza 6-Chome, Chuo-Ku, Tokyo (104).

34310 — JAPAN — Plumbing fixtures, bathroom and residential, chrome and gold plate finish. Eurasia Trading Co., Ltd. (OA Boeki K.K.) Attn: Mr. Miyake, Pres. (I, A, D), 1-12-32 Akasaka, Minato-Ku, Tokyo 107.

34320 — JAPAN — Lawn sprinklers. Eurasia Trading Co., Ltd. (OA Boeki K.K.) Attn: Mr. Miyake, Pres. (I, A, D), 1-12-32 Akasaka, Minato-Ku, Tokyo 107.

34333 — AUSTRALIA — Cast iron radiators for hot water heating. Up to 200 annually (value A12,000). Macquarie Hardware Pty. Ltd. (I, R), 68 Bentinck St., Bathurst, NSW 2795.

Screw machine products

34524 — AUSTRALIA — Metal thread screws, steel and brass for sheet metal one fourth inch to four inch lengths; one eighth to three eighth inch diameters. National shortage; quantity required dependent on price. McPhersons Ltd. (I, D, M), Box 126, Alexandria, NSW 2015. Attn: Mr. Chris Morgan, Market Analyst.

Metal stampings

34614 — PORTUGAL — Stainless steel cooking and kitchen household utensils. Armazens Marimor (I, A, D), Apartado 115, Aveiro.

Fabricated wire products

34819 — AUSTRALIA — Armor plated tire chains and traction chains for use on heavy construction equipment. Mr. J. Hilton, Mng. Dir. (I, D), F. J. Sweetman & Co. Pty. Ltd., 57 Welshpool Rd., Welshpool, West Australia, 6105.

Fabricated metal products

34990 — AUSTRIA — Wheels, ball-type (for attachment to stands of oil-filled electric radiators). Bogel & Noot A.G. (I, M), A-8661 Wartberg/Muerztal.

Engines, turbines

35112 — ITALY — Small gas turbines of following specifications: from 50 to 90 horsepower outlet shaft speed: 8000

rpm. Firm needs from four to six such turbines. Catalogs, descriptive materials, prices requested. ISI Impianti S.P.A. (I, D, M, Engineering), Corso Martinetti 15, 16149 Genoa.

35190 — ITALY — Variable pressure internal combustion engine specially designed to determine fuel octane number. Seeks exclusive distributorship arrangement. ISI Impianti S.P.A. (I, D, M, Engineering), Corso Martinetti 15, 16149 Genoa.

Construction, mining, materials handling machinery, equipment

35310 — TURKEY — Pipe laying machinery which can dig trenches at various depths and lay pipe simultaneously. Intends make purchase in six months to a year and will base decision primarily on price. Desires descriptive materials, technical information on use of machine under varying conditions. Im Ege Yildiz (M), Gazi Bulvari 13-15, Izmir.

35316 — PORTUGAL — Concrete mixers. Fernando Begonha—Import Export. SARL (A, D), Rua Formosa, 400-1, Oporto.

35317 — PORTUGAL — Tractor shovels. Fernando Begonha—Import Export. SARL (A, D), Rua Formosa, 400-1., Oporto.

35319 — PORTUGAL — Heavy road building equipment. Fernando Begonha—Import Export. SARL (A, D), Rua Formosa, 400-1, Oporto.

Metalworking machinery

35400 — YUGOSLAVIA — Complete foundry production lines (machinery and equipment). Livnica Zeljeza I Tempera Kikinda (M), Karlovacki Drum 34, Fah 6, 23300 Kinkinda. Wants to expand present production capacity; expansion program expected to develop in two phases in period 1974 through 1977. Project comprises installation of facilities for complete foundry production lines, as well as installation on individual machines and equipment. Production target at completion of project is: 7,900 tons per yr. of castings for fittings; 13,100 tons of malleable castings; 16,500 tons of nodular castings; 6,400 tons of fitting production capacity; and increase in grinding machines production from present 260 to 490 machines per yr. Project includes all necessary construction work associated with plant building; all necessary power distribution equipment; installations; cranes of various capacities; and mobile equipment for outside transport. To finance project, foundry has applied to IBRD for $13 million loan, for partial equipment purchases. The rest including domestic equipment for foundry production lines and individual machines and equipment, will be financed by foundry and Jugobanka, Belgrade (former Yugoslav Bank for Foreign Trade). Imported equipment will be procured through international competitive bidding. Prequalification of bidders will be carried out, and tendering will be restricted to qualified suppliers under condition that they are nationals of IBRD member country or Switzerland.

35415 — BELGIUM — Metal cutting engine lathes, 24 to 30 inches swing overbed. Seeking exclusive distributorship arrangements for Belgium, the Netherlands and Luxembourg. Ateliers Demoor, S.A. (I, M), Boite Postale 50, 1190 Brussels.

35420 — UNITED KINGDOM — An automatic press which will pierce, blank and form articles from metal strip and then, as required, spot weld silver contacts. Dewh Rst & Partner Ltd. Contact: Mr. Slatter, Prod. Mgr. (M), Melbourne Works, Inverness Rd., Hounslow TW3 3LT.

35421 — ZAMBIA — Machinery to manufacture aluminum pots, pans, and kettles. Machinery should be capable of producing an average of 200 pots per day. Request catalogs, price quotations. S. Kally (I, M, D), P.O. Box 11, Chingola.

35422 — INDIA — One extrusion press for nonferrous semis up to 6" extrusions, having 1200 ton capacity. Jyoti Wire Products (M), Nirlon House, 254-B, Dr. Annie Beasant Rd., Bombay 400025. Attn: Mr. D. R. Mehta.

35453 — AUSTRALIA — Metal and woodworking vise. Direct purchase and agency. McPhersons Ltd. (I, D, M), Box 126, Alexandria, NSW 2015. Attn: Mr. Chris Morgan, Market Analyst.

35482 — FRANCE — Hand tools, power driven. Direct purchase & agency. Consortium Meyer-Sansboeuf (M, D, I), 68500 Guebwiller.

Special industry machinery

●**35500 — GREECE** — Katrantzosport Inc. 38 Stadiou St., Athens 132, Greece. Cable: Katranstzosport Athens. Telex: Knit 5920 Athens. Phone: 3223-351. Leading sporting and athletic goods retail concern wishes establish direct contact with companies capable of manufacturing complete unit of highly automated rubber injection machinery for putting up plant for production of leather and rubber covered moulded balls, rubber moulded bathing caps and shoes, swimming fins, canvas moulded air mattresses and pumps, etc.

●**35500 — IRAN** — Complete carpet manufacturing plant in Khorrasan Province, capable of supplying Iranian domestic demand. Interested in direct purchase of full range of machinery, arrangement for installation of above, and technical-advisory assistance. Interested firms should contact Shrine Organization, religious foundation supporting holy shrine Imam Reza in Meshed, at following address: Astan Gh Ds Industries & Mines Organization, C/U, & M. Behpoo, P.O. Box 194, Meshed. (New WTDR in Prep.).

35520 — TURKEY — Complete line machinery for 12,000 spindle cotton yarn plant, NE 40 desired spindle size. 150 looms approximately 1.80 meters wide, sizing and starching machines. Wishes delivery date no later than July 1974. Odemis Tekstil Anonim Sirketi (M), C/Ooguz Catal Glu, Cumhuriyet Bulvari 125, Izmir.

35521 — ARGENTINA — Looms, lubricated with water, for weaving bagging of polypropylene. Looms will be used for making bags which substitute for bags normally made of jute or other hard natural fibers for purposes such as bagging cement, fertilizer, feeds, etc., looms should be capable of weaving polypropylene yarn in ribbon form rather than yarn which is round in cross section. Also interested in other related equipment such as machinery to make ribbon-like yarn of polypropylene. Now makes about 1 million meters per month of this bagging material and has about 130 looms installed. Plans to double production in the next year or two. Mr. Schevach plans travel to U.S. about Sept. 15. Herman Schevach, Gen. Mgr., Lonalino S.A.C.E.I. (M), Estrada 1100, San Martin, Province of Buenos Aires.

35521 — GREECE — Complete cotton spinning mill with 20,000 spindle capacity to produce 2,000 kilos of cotton yarn per 8 hr. period. Total cost estimated at approx. $4 million; offer should include production capacity, delivery time, cost, and detailed specifications. Ousoultzoglou planning visit U.S. from Aug. 9 to 22 and hopes to contact U.S. suppliers; he may be contacted C/O Anthony Ousoutzoglou, 182 Leghorn Ave., Somerville, New Jersey in event additional firms interested. Prodromos Ousoultzoglou (M), Verria.

35522 — BELGIUM — Machines which make nylon zippers. Bonneterie Bretex (A, I, D, M), 86 Rue Emile Feron, 1060 Brussels.

35550 — BELGIUM — One second hand machine to print continued business forms for computer use; one second hand collator. Quote c.i.f. Antwerp. J. Leyser, Director of Statiflor Data Products (Printers of business forms), 12 Niellonstraat, 2600 Berchem.

35591 — AUSTRALIA — Chemical manufacturing machinery, used and/or new, to produce minimum 2,000 tons per year of maleic anhydride and fumaric acid, and minimum 4,000 tons per year of styrene monomer. Dir. Crouzet will visit U.S. on other company business in mid-September, also wishes discuss equipment with American suppliers and view plant operation. P. A. Crouzet, Tech. Dir. (M), Copolymer Industries Pty. Ltd., 21 Garling St., O'Connor, W.A. 6163.

35591 — ZAMBIA — Following machinery for manufacturing of automotive batteries: molding assembler machine, mixing and dispensing ("pasting") machine for lead oxide application to surface, lead milling machine, and any other appropriate equipment for battery making. Send catalogs and price lists to Mr. Werther Gallina, Dir. Alpha Battery Ltd. (I, M, D), P.O. Box 2370, Lusaka.

35593 — CAMEROON — Plastics working machinery. Send full descriptive materials, prices. B. Nagambo & Bro. (R, I, A), P.O. Box 52, Victoria. Cable address: Nagam Victoria.

35593 — TURKEY — Plastics working machinery for production 2000 tons per yr. of corrugated plastic tubing for irrigation and drainage systems. Intends make purchase in six months to year and will base decision primarily on price. Ege Yildiz (M), Gazi Bulvari 13-15, Izmir.

35595 — CYPRUS — Modern drying tunnel system for clay bricks. Bricks have eight square holes and they are of two dimensions when baked 4" x 8" x 12" and 6" x 8" x 12", capacity about 20,000 bricks per 8-hour shift. Catalogs, other technical literature required. Price c.i.f. Cyprus. Electricity supply should be 240/415 V 3-phase four wire 50HZ. Melios & Pafitis Enterprises Ltd. (M), Mia Milia, Nicosia.

35595 — MALAWI — Malawi education plan 1973-80 calls for extensive school construction using simple locally-produced materials wherever possible. General architect in charge of imple-

Special Action

Each of the following trade notices is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

24320 — GERMANY — Veneers, such as white oak, walnut, Carolina pine, and other pines for resale in Germany and the EC and EFTA countries. Commercial Section (File No.: 54), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

28161 — PORTUGAL — Titanium Pigments: 100 metric tons T102 content min. percent 94, with further improved dispersibility and gloss; and 100 m.t. T102 content min. percent 83, heavily coated rutile pigment, very good dispersibility in aqueous media, excellent hiding power and tinting strength especially in high P.V.C. CIN— Corporacao Industrial Do Norte, LDA. (I, A, D), Estrada Nacional 13, P.O. Box 6, Maia (Douro).

30793 — AUSTRALIA — Seeks steady source decorative melamine laminates (plain, abstract and woodgrained) in following sizes: 12 x 5 ft. or larger, 10 x 4, 8 x 4, 6 x 3, 5 x 3, 4 x 2, ½ in., .8, 1 and 1.2 mil thicknesses. Requires approx. $500,000 worth per annum. Kent Traders Pty Ltd., Attn: M. Halpin, Gen. Mgr. (I, A, D), Box 145 Botany, NSW. Cable: Holmesdale Sydney. Telex: AA21372.

32316 — HONG KONG —Glassware, especially glass tiles (clear and amber). Would like to receive agency contact in time to participate in American Fortnight, Oct. 14 thru 28. Spicers International Ltd., Attn: Peter A. Langston, Mgr. (A, D.), AIA Bldg., 1 Stubbs Rd., 9/F.

33127 — NETHERLANDS — 500 tons of stainless steel sheets of type 304 or 430. Wishes to make purchase as soon as possible. Inalfa N.V., Attn: Mr. Hoekstra (M), P.O. Box 10, Venray. Telex 58086.

33167 — NETHERLANDS — 500 tons of stainless steel sheets of type 304 or 430. Wishes to make purchase as soon as possible. Inalfa NV., Attn: Mr. Hoektsra (M); P.O. Box 10, Venray. Telex 58086.

33232—CANADA — Ten cast steel rollers for use in operating bauxite kilns in Guyana, South America. Bergstrom International will ship and install them in bauxite processing plant along with ten roller shafts and four riding rings. Initial quotes are now being sought by Bergstrom International, a Montreal area firm. Price quoted should include all costs for preparing rollers for sea shipment to Tropical Guyana and should be "at sea-going port" price for these finished machine castings. Pattern costs to be listed separately. Estimated delivery date "in weeks" needed, and for purposes of this calculation should be assumed that contracts would be issued late 1973. Brief description as follows: minimum of ten rollers weighting 8,258 lbs. each and being carbon steel castings having ASTM A-148 up to maximum hardness of 220 BRH. While quotes are being solicited simultaneously for roller shafts, they would be shipped independently to Guyana and fused there. Should there be capability to make both the cast rollers and forged roller shafts, they could be fused at the foundry, in which case a quote for fused price should also be given (which is thought to be $1,000 to $2,000). Price quotes should be transmitted to Bergstrom International (Tel. 514-636-1240; Telex 05-25793; and cable Berginter) by early September. D. G. Ross, H. Bergstrom International Ltd., Consulting Engineers, 1562 Herron Rd., Dorval 780, Quebec.

33910—CANADA—Ten (10) forged steel roller shafts for use in operating bauxite kilns in Guyana, South America. Bergstrom International will ship and install them in bauxite processing plant along with ten rollers and four riding rings. Initial quotes now being sought by Bergstrom International, a Montreal area firm. Price quoted should include all costs for preparing roller shafts for sea shipment to tropical Guyana and should be "at sea-going port" price. Pattern costs are to be listed separately. Estimated delivery date "in weeks" needed, and for purposes of this calculation should be assumed that contracts would be issued late 1973. Brief description as follows: minimum of ten roller shafts of forged steel weighing 6,114 lbs. each with 0.15 to 0.25 C and phos plus sulphur less than 0.05 after forging. While quotes are being solicited simultaneously for rollers, they should be priced separately from roller shafts. If produced in different establishments, rollers and roller shafts would be shipped independently to Guyana and fused there. Should there be a capability to make both cast rollers and forged roller shafts, they could be fused at the foundry, in which case a quote for fused price should also be given (which is thought to be $1,000 to $2,000). Price quotes should be transmitted to Bergstrom International (Tel. 514-636-1240; Telex 05-25793; and Cable Berginter) by early September. D. G. Ross, H. Bergstrom International Ltd., Consulting Engineers, 1562 Herron Rd., Dorval 780, Quebec.

35423 — ZAMBIA — Wishes to purchase machinery for manufacture of: high tensile steel bolts and nuts of various sizes and threads; drawn steel, brass, and high tensile steel machine screws and nuts with variety of threads, sizes, and heads; steel and brass wood screws of various sizes, flat and countersunk heads; round wire nails, pointed, round flat head, 1½" to 6"; round panel nails, out point, swollen or oval head, ½" to 2"; galvanized ceiling nails, 1" to 1½" length, grip fast mark to body of nail, large flat round head. Building Mineral Supplies Ltd. (I, D, Construction), P.O. Box 986, Ndola.

35520 — UNITED KINGDOM — Textile machinery and accessories of all types. Duncan Fox & Co. Ltd., Contact: D. C. Walker, Sales Exec., Textile Machinery Imports (I, A, Exporter), Albion House, Queen St., Oldham OL1 1RD, Lancashire.

35760 — SWEDEN — Vehicle mounted load indicating system for trucks and trailers. Following readings must be possible: a) net load from zero to maximum; b) total weight of vehicle at every occasion; c) front axle load at every occasion; d) rear axle load or bogie load at every occasion. Statens Vag- Och Trafikinstitut. Road User & Vehicle Dept., Attn: Carl Formgren (Swedish road and traffic research institute), Drotting Kristinas Vag 25, S-114 28 Stockholm.

36360 — UNITED KINGDOM — Industrial sewing machines of all types. Duncan Fox & Co. Ltd., Contact: D. C. Walker, Sales, Albion House, Queen St., Oldham, OL1 1RD, Lancashire.

mentation interested receiving information on brick-making processes and machinery for compressed laterite clays. Mr. G. Brigden, Architect, Malawi Ministry of Works and Supplies (Government agency), P.O.B 28, Lilongwe.

General industrial machinery

●35600 — GHANA — Bids are invited from firms in member countries of the international bank for reconstruction and development for supply of pipes and accessories (contract RA/2) and supply and erection of a pumping plant and equipment for a pumping station (contract RA/3). 600,000 feet of asbestos cement or UPVS pipes 4" to 10" in diameter, 100,000 feet of steel piping 6" to 10" in diameter, and accessories for pipelines and water points are needed under contract RA/2. Contract RA/3 calls for three electrically driven horizontal pumping units each with capacity of about 152 IGPM against a total head of about 520 feet, two units each of about 534 IGPM against a total head of about 674 feet, appurtenant horizontal electric motors, switchboards and switchgears, control equipment, electric power lighting and control installations, pipes, valves and fittings, traveling cranes and accessories. Contract RA/2 and Contract RA/3; bid deadline Oct.

2. Tender documents may be inspected after August 1, 1973, at offices of Ghana Water and Sewage Corporation in Accra, and at Ghana embassies and High Commission Offices in Bonn, Washington, London, Ottawa, Berne and Paris or at head office of Tahal Consulting Engineers Ltd., 54 IBN Gvirol St., P.O. Box 11170, Tel-Aviv, Israel. Deposit of US$75.00 required for one complete set tender documents. This deposit refundable upon return of documents to consulting engineers. Bids should be submitted to Managing Director, Ghana Water and Sewage Corporation, P.O. Box M-194, Accra.

35690 — TAIWAN — Machinery and know-how for manufacturing fiber glass mats used for insulation. Capacity 4-6 metric tons daily; principle raw material is soda ash and sand, both to be supplied locally. Kuo Hwa Chemical Corp. (M, I), 154 Po ai Road, Taipei.

Office, computing, accounting machines

●**35700 — URUGUAY** — Supply of 66 electric typewriters. Tender No. 100 BID; bid deadline October 27. Bids must include CIF Montevideo prices and interested parties must enter bids through their representative. Tender documents available from Administracion Nacional de Puertos, Rambla F.D. Roosevelt 160, Piso 3, Montevideo, Uruguay. When tenders are received from Uruguay they will also be available on a 5-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2939).

●**35700 — URUGUAY** — Supply of 40 calculating machines. Tender No. 101 BID; bid deadline October 4. Bids must include c.i.f. Montevideo prices and interested parties must enter bids through their representatives. Tender documents available from Administracion Nacional de Puertos, Rambla F.D. Roosevelt 160, Piso 3, Montevideo, Uruguay. When tenders are received from Uruguay they will also be available on a 5-day basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2939).

●**35700 — URUGUAY** — Supply of 70 electric adding machines. Tender No. 102 BID; bid deadline October 8. Bids must include c.i.f. Montevideo prices and interested parties must enter bids through representative. Tender documents available from Administracion Nacional de Puertos, Rambla F.D. Roosevelt 160, Piso 3, Montevideo, Uruguay. When tenders are received from Uruguay they will also be available on a 5-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2939).

35791 — SINGAPORE — Office machines: electrostatic copying machines, plan printing copying machines, etc. Direct purchase & agency. Office Development Corp. William Yong, Gen. Mgr. (I, D, A), 128 Cross St., Singapore 1.

Service industry machines

35811 — PORTUGAL — Automatic coin-operated vending machines for tobacco, drinks, juices, chocolates, photographs, etc. Must complete purchase arrangements urgently. Bazares do Coliseu do Porto (I D), Rua de Passos Manuel 177, Oporto.

35892 — FRANCE — Household and commercial water-softeners, filters for water-softeners. For resale by company's exclusive agents. Francia Hoval (I, A, M), 26, Rue Desseaux - 76100 Rouen.

35892 — GERMANY — Water softeners. Friedrich Grohe Armaturenfabrik Contact: B. Pathe (M, E), Postfach 260, 5870 Hemer.

35892 — GERMANY — Water softeners (industrial, household, — manual, semi-, and fully automatic), as well as filter sustems for private swimming pools for resale in Germany. Quantity will depend on offers received. Commercial Section (File No.: 52), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

35892 — ZAIRE — Three to five complete autowash facilities. Customer not specific on desired complexity of installation. Limited skilled help for maintenance of equipment, would suggest modest degree sophistication. French if possible. M. Tumba, Comm. Gen. of Kinshasa Fair (Entrepreneur), Tumba Tunkadi B.P. Kinshasa.

Electric transmission, distribution equipment

●**36100 — INDIA** — Supply of voltmeter; ammeters; watt meter single element; watt meter three elements; kelvin double bridge; laboratory insulation testing set; standard mica capacitors; standard inductors; climatic chamber; universal valve testing set; suppressed zero volt meter 40/60v; suppressed zero volt meter 210/250v. Tender No. 12-30/72-MMD, bid deadline October 16. Tender documents available upon payment of rupees 20 (7.6 Indian rupees equals US $1.00) from Assistant Director General (Imports), Room 514, Posts and Telegraphs, Parliament St., New Delhi, 110001, India.

36133 — AUSTRIA — Electric switches and electric time switches for oil-filled electric radiators (220 and 380 volts, 1,-500 to 3,000 watts). Vogel & Noot A.G. (I, M), A-8661 Wartberg/Muerztal.

Electrical industrial apparatus

36210 — NIGERIA — Generator sets, gasoline and diesel. Mr. N. Ajilo Ibeh, Mng. Dir., Partners for Progress Ltd. (I, D), House "A", Olayide Bensons Street, Onigbogbo, Maryland, P.O. Box 8264, Lagos.

36211 — AUSTRALIA — Electric motors to fit belt massagers. Spec. single speed one eighth H.V.—240v, 1.4A one phase 930 r.p.m. class "E" insulation, double ended spindle nine sixteenths inch diameter x 2 inches long; also double speed one eighth h.p. 240 volt 1.5A one phase 930 r.p.m., 1400 r.p.m. class "E" insulation same spindle. (1500 required per annum). Breville (M, D), 45 Murray St., Pyrmont, NSW 2009.

36212 — UNITED KINGDOM — Electric motors single phase 1400 motor r.p.m. output 1/25 h.p. and 30 watts. Starting torque full load 85%; input watts 80; input current (amps) for 240V 0.3, for 220V 0.35; capacitor (MFD) for 240V 2.5 for 220V 3.0. Urgently required in quantities of 300 per mo. for use on a voltage of 100/110 AC single phase 50 cycles; together with these the same motor is required in quantities of 100 to 200 per mo. for use on 230/250 AC single phase 50 cycles. Carillon Eng. Ltd., Mr. K. J. Boyer, Mng. Dir. (M), Oxenden Road, Tongham, Farnham, Surrey.

36220 — GERMANY — Electronic components and control equipment for use in motor drives. Emiter Elektronik Cremer Ohg, Contact: Mr. B. Cremer (D, I), 5253 Lindlar, Kamperstr. 2, Postfach 15.

36220 — NORWAY — Panels for instruments and controls of an anti-submarine weapon which it produces. Panels must be delivered according to specifications and drawings supplied by Norwegian plant. Kongsberg Vapenfabrikk, Attn: Jens Ellensen, Purchasing Engr. (M), 3600 Kongsberg.

36240 — TAIWAN — Carbon & graphite specialties for mechanical uses as bearings, hardness 90 degree and up, in bar type (dia. 1 - 8 inches) or in blocks. Requests specifications, catalogs. Golden Stone Carbon Graphite Co., Ltd. (M), 25, Lane 256, Fong Chou Rd., Fong Yuan, Taichung Hsien (420).

Household appliances

36343 — JAPAN — Small specialized domestic appliances—high quality, sophisticated items, preferably new to Japanese market, and by smaller manufacturers. Matsuzakaya Co., Ltd., Attn: Takashi Katayama (I, R), 10, Ginza 6-Chome, Chuo-Ku, Tokyo (104).

36393 — GERMANY — Automatic dishwashers, household. Wilh. Cordes KG, Maschinenfabrik, Contact: R. Schulhauser, Export Mgr. (M, D, E), D 474 Oelde 3/Lette.

Electrical lighting, wiring equipment

36421 — JAPAN — Residential lighting fixtures decorative. Matsuzakaya Co., Ltd., Attn: Takashi Katayama (I, R), 10, Ginza 6-Chome, Chuo-Ku, Tokyo (104).

36426 — AUSTRALIA — Portable lamps: battery operated flashing warning lamps of type used to mark highway hazards. D. J. Murray, Mng. Dir. (I, D, R), Wesfarmers Tutt Bryant Pty. Ltd., P.O. Box 21, Bassendean, W.A. 6054.

Radio, television receiving sets

36520 — NIGERIA — Completed plant to press phonograph records and produce pre-recorded cassettes and cartridges. Plant to press one million 33⅓ rpm LP phonograph records a year as well as process one half million of both cassettes and cartridges, i.e. about 100,000 unit per month of records and 50,000 per month of cassettes and cartridges. Management will purchase only from manufacturer/supplier prepared to assist in installation of equipment and training of Nigerian staff in operation. Chief Abioro would require U.S. expertise on site from one to two years; also prepared to consider entering into discussion with U.S. firms interested in partnership arrangement. Chief Balarinwa Abioro, Mng. Dir., TYC Record Stores Ltd. (I, D, M), 15 Gbajumo St., P.O. Box 6266, Lagos.

Communication equipment

●**36600 — BOLIVIA** — Supply of security type, closed circuit television system. Interested firms should contact Mr. Mario Namtala, Agencias Internacionales Ltda, Casilla 458, La Paz.

●**36600 — EL SALVADOR** — The bid deadline for telephone cable, tender no.

1/73, has been extended to October 2. All other conditions remain the same.

●36600 — HONG KONG — Supply of airfield surface detection equipment for Hong Kong international airport including radar and display system. Tender No. FAC/50 EXT, bid deadline not specified. Specifications available upon request from Civil Aviation Department, New Rodney Block, 99 Queensway, Hong Kong.

●36600 — INDIA — Supply of power line carrier communication and teleprinter equipment. Tender No. IDA/HSEB/10, bid deadline October 30. Tender documents available at 100 rupees per set (7.6 Indian rupees equals U.S. $1.00) from Chief Engineer (Planning and Construction),Design Directorate, Haryana State Electricity Board, Scho No. 1-3, DUA Building, Sector 17-A, Chandigarh, India. When tenders are received from India they will also be available from Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-4822).

●36600 — INDIA — Supply of load frequency control equipment and mosaic boards. Tender No. IDA/UPSEB/17, bid deadline Nov. 15. Copy of tender may be purchased for 100 rupees (7.6 rupees equal $1.00) from P.A. Krishnaswamy, Superintending Engineer, Electricity Substation Design Circle, U.P. State Electricity Board, 10 Madan Mohan Molviya Marg, Lucknow, U.P.

●36600 — INDIA — Supply of microwave equipment, including towers. Tender No. IDA/UPSEB/18, bid deadline Nov. 16. Copy of tender may be purchased for 100 rupees (7.6 rupees equal $1.00) from P. A. Krishnaswamy, Superintending Engineer, Electricity Substation Design Circle, U.P. State Electricity Board, 10 Madan Hohan Molviya Marg, Lucknow, U.P.

●36600 — SUDAN — Ministry of Education seeks registration of manufacturers of electronic machines and equipment and audio visual aids. Interested firms may obtain application forms from Project Director, Sudan Education Project, Ministry of Education, P.O. Box 284, Khartoum, Democratic Republic of the Sudan.

●36600 — THAILAND — Twelve banks switching power capacitor bank set rating 1.8 MVAR, 11500 volt, 3 phase, 50HZ completed with galvanized steel rack, thru pole oil switch, capacitor unit, bus supporting insulator, copper bus, individual fusi proinsulator, copper bus, individual fusi protection, automatic switching cabinet, junction box, control cable, copper wire for inter connection. Tender No. ADB-MEA-034, bid deadline October 3. Tender documents available at $5.50 per set from Metropolitan Electricity Authority, 121 Chakpetch Rd., Bangkok, Thailand. When tenders are received from Thailand they will also be available from Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-4822).

36622 — PORTUGAL — Television closed circuit equipment to be used in building door opening devices. Must complete purchase arrangements urgently. Socrates Duran (I, A, D), Rua Firmeza, 16-A, Oporto.

36623 — TANZANIA — Traffic control equipment for signalized control of traffic flow at road junctions. Equipment desired includes control of vehicle and pedestrian flows. Controllers at individual junctions must be capable of interconnections for synchronized operation. Both controllers and signal lights should be included. Operating voltage 230 volts/50 cycles. City Engineer, Dar es Salaam City Council P.O. Box 9084, Dar es Salaam.

36626 — DENMARK — Ultrasonic cleaning equipment for hospital, laboratory use. Descriptive literature requested. Akts Rutsfri Staalmontage, Attn: Knud Hansen, M. Sc. (M, I, E), 10 Sandtoften, DK-2820 Gentofte.

Electronic components, accessories

●36700 — THAILAND — Supply of transformers, distribution type, liquid filled, 12,000 volt, 416 Y/240 V, 3 phase, 50 cycles. Tender no. MEA-PSD-299, bid deadline October 9. Tender documents available from Metropolitan Electricity Authority, 121 Chakphet Rd., Bangkok, Thailand. When tenders are received from Thailand they will also be available from Science and Electronics Division, BCABP-466, Room 1112, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-4822).

Motor vehicles, equipment

37141 — GREECE — Spare parts for passenger cars, trucks and tractors, primarily universal joint repair kits, sealed beam lamps, and brake linings. Ready to place order of $10-12,000. Requests descriptive material, price lists. Direct purchase & agency. Theo J. Theodoro (I, D), 5 Piniou St., Thessaloniki.

37141 — PORTUGAL — Automobile parts and accessories. S. Irocas— Representacoes (I, A), Rua Aires Ornelas, 238-2. Dt., Oporto.

37150 — ZAMBIA — Heavy duty low-loader and flat-bed type trailers in 30 to 70 ton range. Intends to make initial order of four 50-ton low-loaders, and estimates annual business of 15-20 trailers averaging 50 tons. Can assemble partially knocked down units. Also interested in specialized trailers (refrigerated etc.). Wilfrid Watson Ltd., Attn: A. Hollingshead, Gen. Mgr. (I, A, D), P.O. Box 3450, Lusaka.

Aircraft, parts

37212 — KENYA — One used utility aircraft (ex-military acceptable) and spares; 6 to 10 passenger, single or twin engine convertible to freight. Should be capable of operating from short, dirt strips. Orders for two additional, similar aircraft may follow. Quotations should give type, cost, delivery charges, engine hours, avionics, and terms of payment. Plans to make purchase by mid-September. Price most important factor in purchase decision. Fredav International (I, air transport), P.O. Box 74735, Nairobi. Cable: Fredav Nairobi.

Instruments for measurement, analysis and control

●38200 — AUSTRALIA — Supply of automatic analogue control equipment including measuring devices, instrument piping and valves, control hardware, actuators and linkages, control boards and cubicles including all indicating and recording instruments and control relays, etc. Tender No. 2344, bid deadline October 29. Tender documents available for Australian $20 (Australian $1 equals US$1.42) from The Electricity Commission of NSW, Purchasing Branch, 4th floor, Kelvin House, 15 Castlereach Street, Sydney, NSW 2000, Australia.

●38200 — KENYA — Supply of three pocket refractometers, one sugar oil refractometer, one phrheliometer, one electronic intergration with spares, one tilting-siphon rainfall recorder tropical pattern, one micrograph recorder with spares and one dehumidifier. Tender No. EDU/IDA/24, bid deadline November 5. Tender documents available from the Project Director, I.D.A. Project, Ministry of Education, P.O. Box 48823, Nairobi, Kenya. When tender documents are received from Kenya they will also be available on a 5-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2939).

●38200 — URUGUAY — Supply of one underwater current and temperature recorder. Tender No. 104 BID; bid deadline October 9. Interested parties must enter bids through their agent or representative. Tender documents available from Administracion Nacional de Puertos, Rambla F.D. Roosevelt 160, P.3, Montevideo, Uruguay. When tenders are received from Uruguay they will also be available on 5-day loan basis from the Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2939).

Optical instruments, lenses

●38300 — JORDAN — Jordan Arab Army desires to purchase 300-500 sets binoculars with the following specifications: 7 x 50 power separate eye focusing, suitable for night and marine use. Closest U.S. Army equivalent is M13A1. Prices must be quoted on FOB and C & F basis including earliest delivery. Payment in cash or by letter of credit. Interested bidders must send offers immediately to American Embassy in Amman, Jordan for delivery to Jordan Arab Army.

Surgical, medical, dental instruments

●38400 — IRAQ — Supply of ear, nose, and throat surgical instruments for the Directorate General of Medical Supplies, Baghdad. Tender No. 10/73; bid deadline October 1. Tender documents available from the Purchasing Committee, General Trade Establishment, Ministry of Economics, Baghdad, Iraq. Cable address: Tresto. When tenders are received from Iraq they will be available on 5-day loan basis from Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230, ★(202-967-2939).

●38400 — IRAQ — Supply of surgical instruments. Tender No. 10/73, bid deadline October 1. Invited by the Purchasing Committee, Ministry of Economics. Baghdad. Tender documents available from Science and Electronics Division, BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C., 20230, ★(202-967-2328).

38410 — GERMANY — (1) Sophisticated medical-surgical instruments requiring highly qualified professional sales and service personnel: radiographic diagnostic systems, ultrasound diag-

nostic systems, automated laboratory analysis components, automated intensive patient monitoring components, circulation assist devices, endoscopic microsurgical equipment. (2) Specialized disposable medical-surgical articles: cardiac catheters, needles, memodialysis cannulas, disposable treatment sets, blood heat exchangers, extracorporeal circulation circuits, disposable laboratory devices. Direct purchase & agency. Commercial Section (File No. 55), American Consulate General, 7 Urbanstrasse, 7000 Stuttgart 1.

Photographic equipment, supplies

38615 — SPAIN — Presensitized printing plates, paper and metal for small offset presses using plate widths of 25.4 by 38.8 centimeters and 22.5 by 37 centimeters. Distributorship sought. Copiadux, S.A. Attn: Pedro Sanchez (I, A, D), Ave. Jose Antonio, 696 Barcelona—10.

Watches, clocks, parts

38711 — GERMANY — Electronic parts for clocks and watches from U.S. Quantities will depend on offers. Commercial Section (File No. 51), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1, West Germany.

Jewelry, silverware, plated ware

39141 — JAPAN — Silverware and plated ware. Suzuya Co., Ltd. Attn: Mr. Ichikawa (I, R), Wawraq Yushimma Bunkyo-Ku, Tokyo (113).

Toys, amusement, sporting goods

39410 — IVORY COAST — Toys: stuffed animals, educational toys for children; radio-controlled and cord controlled model aircraft with gasoline motor. Compagnie Generale Industrielle, Attn: Mr. Jean Michel Daunz (D, I), Boite Postale 295, Abidjan.

39490 — GERMANY — Swimming pools and accessories for private households for resale in Germany. Orders will depend on equipment offered. Commercial Section (File No. 53), American Consulate General, 7 Urbanstrasse, D-7000 Stuttgart 1.

Pens, pencils, office, artists' materials

39522 — FRANCE — Artists' materials: all graphic arts products. Graphco (Cie Francaise de Realisations Graphiques) (M, exporter), 26 Blvd. D'Inkermann—92200 Neuilly Sur Seine.

39530 — FRANCE — Transfer letters. Graphco (Cie Francaise de Realisations Graphiques) (M, exporter). 26 Blvd. D'Inkermann—92200 Neuilly Sur Seine.

39550 — AUSTRALIA — Interested in offers of plastic carbon electric typewriter ribbons. Potential 30,000 dozen per year. Writeline (Aust) Pty. Ltd. (I, D), 4 Vesper St., Mona Vale NSW 2103.

Machinery, equipment, & supplies

50850 — BURUNDI — Glass beer bottles (750 cc) annual need 1,500,000; glass soft drink bottles (10 oz.) annual need 500,000. Sample bottles available immediately upon request of interested manufacturers via air freight. Quote prices f.o.b. port of exit or, if possible, c.i.f. Dar Es Salaam. Brarudi (I, M), B.P. 540, Bujumbura.

Wholesalers

50930 — ARGENTINA — Ships suitable for scrapping in 2,000 to 7,000 DWT range. Should be capable of steaming to Buenos Aires under own power, but towage not ruled out, break up in Argentina in one of several yards. Piedra Buena S.A. (ship breaker and broker), Rivadavia 986, 5th Floor, Of. 17 and 18, Buenos Aires.

50930 — KOREA — Brass scrap of 60-70% copper content and 40% zinc content, for use in casting brassware: ashtrays, candlesticks, lampstands. Seeks U.S. quotations, quick delivery terms. Plans to place order for 20 tons with L/C every month if terms acceptable. Tongbuk Enterprise Co. Ltd., K. Y. Kim, Mng. Di. (I, A, M), I.P.O. Box 2144, Seoul, 100.

50930 — MALAYSIA — Overissued newspapers. Chuah Sin Kim (I, A, Exporters), No. 302 Beach Street, P.O. Box No. 705, Penang.

Representations

Foreign private firms are interested in agency agreements and/or distributorships for these products.

Canning, preserving foods

20370 — FRANCE — All kinds of frozen foods and vegetables new to the market. J. Coudert S.A. (M, Exporter), Zone Industrielle De Beauregard 19100 Brive.

Beverage industries

20851 — SWITZERLAND — U.S. whisky. Seeks exclusive agency. Franz Sigrist, Attn: F. W. Portmann (I, D), 6280 Hochdorf.

20870—BAHAMAS—Extract (crystals) mixed with soft drinks which keeps the drinks carbonated. In the past he has been supplied with crystals containing the following ingredients: citric acid; pure dehydrated lemons; juice from fresh lemon; calcium phosphate; egg white; lemon oil from lemon rinds; sodium hydrate; corn syrup solids; dehydrated citrus fruit pulp and U.S. certified food color; in 10 oz. bottles. Don Pritchard, Asa H. Pritchard Ltd. (A, I, D). Palmdale, P.O. Box ES-6218, Nassau.

Textile mill products

22000—HONG KONG—All wool suitings, Dacron or equal, wool suitings, fancy worsted suitings, polyester dobby shirtings, polyester woolly shirtings, polyester mixed fabrics, and rashcel lace. Spicers International Ltd. Attn: Peter Langstob (A, D), Aia Bldg., 1 Stubbs Rd., 9/F.

Broad woven fabric mills, cotton

22110—SINGAPORE—Baby requisites: blankets. Interested in handling product on agency basis. May May Co. Pte. Ltd. Lee Shong Ming, Mgr. (R), 369 N. Bridge Rd., Singapore 7.

22113 — AUSTRALIA — Dress materials, 100% cotton, plain fancy woven and printed. Volume up to 1 million yards. John Grinston & Co. Pty. Ltd. (I, A, D), 41 Holt St., Surry Hills, NSW 2010.

Broad woven fabric mills, manmade fiber, silk

22213 — AUSTRALIA — Dress materials of metallic knitted variety and linings for the clothing trade of acetate, viscose, polyester, nylon, etc., both woven and knitted. Volume up to 1 million yards. John Grinston & Co. Pty. Ltd. (I, A, D), 41 Holt St., Surry Hills, NSW 2010.

Narrow fabrics, other smallwares mills

22411 — AUSTRIA — Tapes, insulating, electric, woven; seeks agencies on commission basis for Bulgaria and Romania. Ernest Szanto (A), P.O. Box 58, 1095 Vienna.

22411 — AUSTRIA — Endless woven driving belts from man-made yarn with plastic backing, for use in the graphic and textile industries. For delivery to Czechoslovakia. Ing. Rainer Wolff (A), A-1090 Vienna, Bindergasse 5/35.

Dyeing, finishing textiles, except wool fabrics, knit goods

22628—NORWAY—Synthetic fabrics for garment linings. Arne Bamer, Attn: A. Bamer (A), Torshovgt. 15, P.O. Box 4400 Torshov, Oslo 4.

Yarn, thread mills, products

22810—BANGLADESH—Yarn (cotton, nylon and silk). Interested acting as sales and indent agent for responding to tenders and private trade inquiries; does not represent any other firm for the product. Silver Jute & Jute Goods Co. (A), 68 Bangabandhu Ave., (1st Floor), Narayanganj.

22830—BANGLADESH—Yarn (woolen). Interested acting as sales and indent agent for responding BDG tenders and private trade inquiries; does not represent any other firm for the product. Silver Jute & Jute Goods Co. (A), 68 Bangabandhu Ave., (1st Floor), Narayanganj.

Textile goods

22940 — ITALY — Polyester, acrylic, nylon, viscose acetate cotton, wool, (substandard and waste) and rags (new and old) for the textile industry. Firm seeks agency arrangement. Jorio G. Guazzini (A), P.O. Box 85, 3/18 Via Fiorentina, 50047 Prato (Firenze).

Men's, youths,' boys' suits, coats, overcoats

23110 — SWITZERLAND — Men's suits and coats. Ready-made clothing and garments. Sikiba AG (I, A, R), Rue De Theatre 22, 1820 Montreux.

Women's, misses', juniors outerwear

23300 — SWITZERLAND — Women's ready-made clothing and garments, all kinds. Sikiba SA (I, A, R), Rue Du Theatre 22, 1820 Montreux.

23351 — KENYA — Seeks exclusive agency for the distribution of women's and misses' dresses. Sapa Commercial Agencies (A), Kirparam Rd., P.O. Box 43735, Nairobi.

Women's, misses', children's, infants' under garments

23412—SINGAPORE—Children's underwear. Interested in handling product on agency basis. May May Co. Pte. Ltd. Lee Shong Ming, Mgr. (R), 369 N. Bridge Rd., Singapore 7.

Girls', children's, infants' outerwear

23690—SINGAPORE—Children's outerwear. Interested in handling product on agency basis. May May Co. Pte. Ltd. Lee Shong Ming, Mgr. (R), N. Bridge Rd. Singapore 7.

Miscellaneous apparel, accessories

23860 — FRANCE — Leather clothing. Societe Henri's (M, exporter), 32, Rue Pastourelle—75003 Paris.

23871 — HONG KONG — Leather belts. Spicers International Ltd., Attn: Peter A. Langston, Mgr. AIA Bldg., 1 Stubbs Rd., 9/F. Would like to receive agency contact in time to participate in American Fortnight, Oct. 14-28.

Millwork, veneer, plywood, prefabricated structural wood items

24325—GERMANY—Sliced walnut veneer for manufacture of TV cabinets, stock sizes. Fendel Export Gmbh (I, A, Exporter), Langenstrasse 22, Postfach 859, 28 Bremen.

24332 — SWITZERLAND — Prefabricated houses, villa style, for private homes; small prefabricated apartment houses of up to six dwellings; will consider importing from U.S. either complete homes or prefabricated elements; local manufacture under license possible; also know-how in rationalization of construction of private homes. Presently works on land development scheme near Lake Geneva for 200 to 300 homes. Coordina Ag, Attn: Pierre-Alain Grossenbacher, Mgr. (Building Contractor, Realtor), Avenue Bethusy 4, 1005 Lausanne.

Wood products

24996—PANAMA—Wall panels, plastic coated & pressed fibre wall board. Exclusive representation. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6289.

Household furniture

25143—BELGIUM—Outdoor (patio) furniture. General Garden Stores Sprl (I, A, D), 378 Kortrikse Steenweg, 9000 Gent.

25143—SWITZERLAND—Novel, original metal garden and leisure time furniture for outdoor use. Exclusive agent. Geiser & Co. AG., Attn: Mr. Koch, Geco (I, A, D), 4900 Langenthal.

25144—PANAMA—Bathroom medicine cabinets, flush and surface type. Exclusive representation. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

Paper mills

26218—JAPAN—Glassine paper as insert medium for ultra-grained photographic films. Yanojoko & Co., Ltd., contact: Mr. I. Seta, Asst. Mgr., Gen. Merchandise Div., (I, A, D), Wakao Bldg., 34 Honciho 4-Chome, Naka-ku, Yokohama 231.

Converted paper, paperboard items

26440 — BELGIUM — Wallpaper. P. Mathy, Peintures En Gros (I, A, D), 7 Rue Pastur, 7670 Quevaucamps.

26470—SWITZERLAND—Attractive paper table sets, napkins and similar items. Wants to act as exclusive agent. Kohlhepp AG, Attn: Messrs. Glarner & Von Matt (I, A, D), Bettenstrasse 60, 4122 Neuallschwil.

Building paper, building board mills

26611 — SWEDEN — Asphalt board for insulation. Thickness: ½ inches, ⅝ inches, or ¾ inches; lengths: 7 ft., 8 ft., 9 ft., or longer; width: 4 ft. Product urgently needed. Jan G. Sjoberg Agency (I, A), Kungsholmsgatan 38, S-112 27 Stockholm M.

Industrial chemicals

28100—UNITED KINGDOM—Industrial inorganic and organic chemicals of all types, particularly new specialty products. G. Gardiner Brown, Asst. Commercial Attache, American Embassy, Box 40, FPO New York 09510.

Special Action

The following agency notice is deemed to rate the special attention of American manufacturers and suppliers by the U.S. Commercial Officers overseas.

35591 — ISRAEL — Chlorine manufacturing plant by electrolytic method. Interested in receiving offers as soon as possible as matter rather urgent. Aravah A.T.I. Ltd. (A), POB 1405 1, Tel Aviv.

28152 — KOREA — Dyestuffs: synthetic organic dyes, particularly for use with polyester and acetate fibers. Bo Sung Industrial Co., Ahn Byung Shik, Pres. (A, D), I.P.O. Box 1908 Seoul.

28180 — LEBANON — Vinyl acetate monomere. Exclusive agency agreement. Societe obegi pour les produits chimiques S.A.L. (I, A, D), P.O. Box 2652, Asseily Bldg., Riad Solh St., Beirut.

28183 — FRANCE — Perfume and cosmetics materials. Exclusive agency. Compagnie Adriss (I, D), 28, Blvd. Camelinat, 92-Gennevilliers.

28198 — ISRAEL — Chemical catalytic preparations, excl. agency basis. Carmel Import Export Trade Ltd. (I), 43 Atzmaut Rd., P.O.B. 217, Haifa.

Synthetic materials

28210 — LEBANON — Polypropylene resins, polyethylene resins and PVC. Exclusive agency agreement for Lebanon and Arab Countries. Societe Obegi Pour Les Products Chimiques S.A.L. (I, A, D), P.O. Box 2652, Asseily Bldg., Riah Solh St., Beirut.

28210 — SWITZERLAND — Thermoplastic resins raw materials and other specialties for plastics processing industry. Chemaplast AG, Attn: Mr. H. Brinkhoff, Mng. Dir. (I, A, D), P.O. Box 11. 8803 Ruschlikon.

28211—SWEDEN—Plastic film for manufacture of peel-off bags, used as packaging bags for sterilized hospital utensils. John Froberg AB (I, A, M), Fack, S-612 01 Finspang 1.

28213 — GERMANY — Thermoplastic resins: extrusion, injection molding compounds; sheets, rods, tubes, profiles. B. Kilian & Co. KG. Contact: Karl Kilian (A, M, D), 583 Schwelm-Linderhausen, Wittener Strasse 24.

28220 — NETHERLANDS — Synthetic rubber, other synthetic elastomers, preferably for purchase on commission basis, otherwise for direct purchase. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28232—NETHERLANDS—Rayon staple, for sale on commission basis. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28240 — SWITZERLAND — Fiberglass, full range of products and raw materials or specialties. Chemaplast AG, Attn: Mr. H. Brinkhoff, Mng. Dir. (I, A, D), P.O. Box 11, 8803 Ruschlikon.

28241 — NETHERLANDS — Filament yarn from polyamide fibers, nylon, polyamide staple fiber, nylon. For sale on a commission basis. L. J. Volkers C.V. Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28242 — NETHERLANDS — Acrylic and modacrylic fiber, polyester filament yarn and staple fiber. Requested for sale on a commission basis. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

Drugs

28341—ISRAEL—Pharmaceutical preparations affecting neoplasms, endocrine system and metabolic diseases, for human use. Carmel Import Export Trade Ltd. (I), 43 Atzmaut Rd., P.O.B. 217, Haifa.

Soap, detergents, cleaning preparations, perfumes, cosmetics

28410—GERMANY—Soaps, detergents, specialty cleaners, especially bio-degradable products. Marketing territory: Germany, EFTA, EEC. Exclusive sales rights for these countries. Jansen-Werbung (A, D), 12A Neue Weinsteige, 7000 Stuttgart 1.

28423 — SWITZERLAND — Specialty cleaning chemicals for cleaning of glass molds in glass-works. Seeks distributorship. Iepco Kloten, Faude Freres (I, D, M), Reutlenweg 15, Ch-8302 Kloten.

28440—GERMANY—Perfumes, cosmetics, and other toilet preparations. Jansen-Werbung (A, D, Ret.), 12A Neue Weinsteige, 7000 Stuttgart 1.

Chemical products

28911—HONG KONG—Box glues and animal glue. Spicers International Ltd., Attn: Peter A. Langston (A, D), AIA Bldg., 1 Stubbs Rd., 9/F.

28950—NETHERLANDS—Carbon black, preferably for sale on a commission basis, otherwise for own account. L. J. Volkers C.V., Attn: H. F. Volkers (I, A, D), 62-64 Sarphatistraat, Amsterdam.

28990—UNITED KINGDOM—Chemicals and chemical preparations: surface treatment chemicals for metal preparation and maintenance; anti-pollution products; anti-corrosion products; lubrication oil additives such as viscosity indes improvers. G. Gardiner Brown, Asst. Commercial Attache, American Embassy, Box 40, FPO New York 09510.

28992 — FRANCE — Fatty acids for use in cosmetics manufacture. Exclusive agency. Compagnie Adriss (I, D), 28 Boulevard Camelinat, 92-Gennevilliers.

28993 — FRANCE — Essential oils for

use in perfume and cosmetics manufacture. Exclusive agency. Compagnies Adriss (I, D), 28 Blvd. Camelinat, 92-Gennevilliers.

Plastic products

30794 — SWITZERLAND — Corrugated plastic sheets and similar materials for packaging purposes; party items. Act as exclusive agent. Kohlhepp AG, Attn: Messrs. Garner & Von Matt (I, A, D), Bettenstrasse 60, 4122 Neuallschwil.

30798—BELGIUM—Hangers for transport, plastic hangers, hanging closets, etc. Vami & Co. (M, I, A, D), Chaussee De Wemmel 258-260, 1090 Brussels.

30798—SINGAPORE—Plastic drinking straws. Anglo-Swiss Trading Co. Pte. Ltd. Mr. G. Thipthorpe, Sales Executive (I, A, D), P.O. Box 1835, 267 Cantonment Rd., Singapore 2.

Footwear, except rubber

31410 — HONG KONG — Leather shoes; men's, women's, children's. Spicers International Ltd., Attn: Peter A. Langston (A, D), AIA Bldg. 1 Stubbs Rd., 9/F. See also 23871—HONG KONG.

Leather gloves, mittens

31510 — HONG KONG — Leather gloves. Spicers International Ltd., Attn: Peter A. Langston, Mgr., (A, D), AIA Bldg., 1 Stubbs Rd. 9/F. See also 23871—HONG KONG.

Handbags, other personal leather goods

31710 — HONG KONG — Leather handbags; women's, children's. Spicers International Ltd., Attn.: Peter A. Langston, Mgr. (A, D), AID Bldg., 1 Stubbs Rd., 9/F. See also 23871—HONG KONG.

Glass, glassware

32210—PANAMA—Glass containers and drinking glasses. Exclusive representation. Rimpex, S.A. Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

Pottery, related products

32640 — AUSTRALIA — Porcelain radiant candles from the U.S. Annual usage is 500,000. Vulcan Australia Ltd. (M, D), 125 Highbury Rd., Burwood, Victoria 3125.

Steel mill products

33123 — SWITZERLAND — Hot rolled, quality stainless steel sheets and coils. Thickness up to 4, 5, and 6 millimeters. Hans Kohler AG, Attn: Mr. W. Holzle (I, A, D), Claridenstr. 20, Postfach. CH-8022 Zurich.

33127 — SWITZERLAND — Cold rolled quality stainless steel sheets and coils. Thickness up to 4, 5, and 6 millimeters. Hans Kohler AG, Attn: Mr. W. Holzle (I, A, D), Claridenstr. 20, Postfach, CH-8022 Zurich.

33156 — AUSTRALIA — Plain wire, galvanized in following sizes: 8 gauge, 587 yds. to rolls, weight 120 lbs.; 10 gauge, 880 yds. to roll, weight 115 lbs.; 11 gauge heavy galvanized, high tensile, breaking strain 1800 lbs., 1174 yds. to roll, weight 128 lbs.; 12½ gauge, high tensile, breaking strain 1250 lbs.; 1760 yds. to roll, wt. 135 lbs. (most popularly used); 12½ gauge, high tensile, breaking strain 850 lbs., 1760 yds. to roll wt. 135 lbs. Barbed wire in following sizes: 12½ gauge, galvanized, 440 yds. to roll, wt. 96 lbs.; 16 gauge high tensile heavy galvanized, 440 yds. to rolls, wt. 38 lbs.; 16 gauge high tensile, heavy galvanized, 880 yds. to roll wt. 76 lbs.; 1416 gauge, high tensile, reverse twist 440 yds. to roll wt. 16 lbs. Wire netting in following sizes: 12" x 1¼" x 17 gauge, 100 yds. to coil, wt. 61 lbs.; 12" x 1½" x 17 gauge, 100 yds. to coil wt. 52 lbs.; 36" x 1"½ x 17 gauge, 100 yds. to coil wt. 136 lbs.; 42" x 1¼" x 17 gauge 100 yds. to coil wt. 179 lbs.; 42" x 1¼" x 17 gauge 100 yds. to coil wt. 156 lbs.; 36" x 3" x 1" x 17 gauge 50 yds. to 69 lbs.; 36" x 1" x 17 guage 50 yds. to coil wt. 101 lbs.; 36" x 1" x 20 guage 50 yds. to coil wt. 46 lbs.; 36" x 2" x 19 gauge 50 yds. to coil wt. 29 lbs.; 72" x 2" x 19 gauge 50 yds. to coil, wt. 55 lbs. Steel posts, black varnished, in following sizes: 4'6" 6.1 lbs. wt. each; 5'6" 7.4 lbs. wt. each; 6'0" 8 lbs. wt. each; 8'0" 11.1 lbs. wt. each. Galvanized fence droppers in following sizes: 38" 47 lbs. wt. bundles of 50; 44" 52 lbs. wt. bundles of 50; 48" 57 lbs. wt. bundles of 50. Australian Mercantile Land & Finance Co. Ltd., Attn: Mark Scully, Merchandise Mgr. (I, A, D), 56 Young St., Sydney, NSW 2000. Telex 20185.

33167—PANAMA—Stainless steel sheets, standard sizes (4x8) calibers 18, 20, and 22. Exclusive representation. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

Rolling, drawing, extruding of nonferrous metals

33522 — PANAMA — Aluminum sheets standard sizes. Exclusive representation. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

33570—SWITZERLAND—FAA approved aircraft control cables; teflon, or equal, insulated heat resisting cable and electric wire; control wire and cable for power supply for electronic application. Exclusive agency. PMS Plannair AG, Attn: Paul M. Scheidegger (I, A, D), Freiburgstrasse 396, 3018 Bern.

Nonferrous foundries

33610 — SWITZERLAND — Aluminum kitchen appliances and utensils (non-electric) such as mechanical fruit juices, vegetable slicers and cutters, etc. Exclusive agent. Geiser & Co. AG, Geco, Attn: Mr. Koch (I, A, D), 4900 Langenthal.

Cutlery, hand tools, general hardware

34230—BELGIUM—Garden hand tools. General Garden Stores Sprl (I, A, D), 378 Kortrijkse Steenweg, 9000 Gent.

34230—SWITZERLAND—Hand tools of all kinds for do-it-yourself stores; small vises for the same application. Exclusive agency. Geiser & Co. AG, Geco, Attn: Mr. Koch (I, A, D), 4900 Langenthal.

Heating apparatus, plumbing fixtures

34310—PANAMA—Stainless steel kitchen sinks, enameled steel kitchen sinks and washstands. Exclusive representation. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

34336 — FRANCE — Incinerators: household, commercial, industrial; burners for liquid wastes. Seeks agency agreement with possibility of later manufacture under license. A.P.I.C.C. (A, M), 5, Rue Jean Brunet 92270 Bois Colombes.

Fabricated structural metal products

34434—ITALY—Seamless, high pressure gas cylinders (without cylinder valves) for acetylene, oxygen, nitrogen, argon. Average capacity 40 liters; average pressure 200 kg. per sq. cm. Quantity: 5,000 cylinders. Test and inspection certificate to accompany each cylinder. With offer please send catalog, any pertinent literature. C.O.A.N. S.P.A. Ossigeno Acetilene Compresso (M), Via Ferrante Imparato 431, 80146 Napoli.

34492—PANAMA—Prefabricated metal buildings, silo type, to be used in storage and conservation of fresh vegetables such as potatoes, onions, and cabbage. Wishes to obtain brochures, literature, and technical advice. Agencias Galia, S.A. (A), Calle 73 Edifico Don Jorge, P.O. Box 287, Panama 1, R.P.

34492 — SWITZERLAND — Prefabricated houses, villa style, for private homes; small prefabricated apartment houses up to six dwellings; will consider importing from U.S. either complete homes or prefabricated elements; local manufacture under license possible; seeks also know-how in rationalization of construction of private homes. Coordina AG, Attn: Pierre-Alain Grossenbacher, Mgr. (Building contractor & realtor), Avenue Bethusy 4, 1005 Lausanne.

Screw machine products

34524—ISRAEL—Nuts, bolts and screws. Botkowsky & Co. Import & Marketing Co. Ltd. (I), 8 Jaffe Road, P.O.B. 296, Tel Aviv.

Fabricated wire products

34816 — BAHAMAS — Nine gauge steel mesh covered in plastic; used as an anti burglary guard, set into an aluminum frame, and equipped with fly screen. Frame is then fastened to inside of door or window openings, and provides protection from burglary. J. A. Mckinney, John S. George, S. George & Co. Ltd. (A, D, R), Palmdale, P.O. Box ES 6330, Nassau.

Fabricated metal products

34945—PANAMA—Copper and galvanized steel fittings and unions for piping systems. Exclusive representation. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

34990—PANAMA—Aluminum ladders. Exclusive representation. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

Engines, turbines

35191 — BOTSWANA — Small engines designed for operation boreholes, lighting plants, irrigation systems, other agricultural uses. Fraser & Chalmers Equipment (Botswana) (A, D, Wholesaler), P.O. Box 388. Francistown.

35192 — BOTSWANA — Small engines designed for operation boreholes, lighting plants, irrigation systems, other agricultural uses. Fraser & Chalmers Equipment (Botswana) (A, D, Wholesaler), P.O. Box 388, Francistown.

Farm machinery

35227—BELGIUM—Garden maintenance

equipment. General Garden Stores Sprl (I, A, D), 378 Dortrijkse Steenweg, 9000 Gent.

Construction, mining, materials handling machinery, equipment

35310 — BAHRAIN — Construction machinery. Ali Abdulla Karime & Sons (I, A, Contractor), P.O. Box 352, Manama; Attn: Mr. Karime.

35310 — BAHRAIN — Construction machinery. Mohammad Jalal Tradinla (I, A, D), P.O. Box 747, Manama; Attn: Mr. N. Megchiani.

35319—PANAMA—Wheel barrows. Exclusive agency. Rimpex, S.A., Antonio Banus, Mgr. (A), Calle 49 5, P.O. Box 6298.

35330 — BAHRAIN — Machinery for oil industry. Mohammad Jalal Tradinla (I, A, D), P.O. Box 747, Manama; Attn: Mr. N. Megchiani.

35370 — BAHRAIN — Light and heavy vehicles. Ali Abdulla Karime & Sons (I, A, Contractor), P.O. Box 352. Manama; Attn: A. A. Karime.

Metalworking machinery

35410 — LEBANON — Complete line of cutlery manufacturing machines. Seeking cooperation and know-how, patents, and partnership, if possible. Ets. Joseph G. Hage (I, A, D), P.O. Box 5855, Arabia House, Phoenician St., Beirut.

35418 — FINLAND — Metal cutting-off machines including automatic band and circular saws, vertical and horizontal band saws as well as bar shearing machines. Exclusive basis. Konemyynti OY (I, A, D), Niittyrinne, 02270 Suomenoha 2.

35483 — BAHRAIN — Welding machinery and equipment, automotive products. Mohammad Jalal Tradinla (I, A, D), P.O. Box 747, Manama; Attn: Mr. N. Megchiani.

Special industry machinery

35521 — TAIWAN — Screens for screen printing of polyester, nylon, acrylic knit wear. Hangtai Trading Co. (I, Exporter), P.O. Box 30-85, Taipei.

35552 — SINGAPORE — Twin-drum stencil machine. Exclusive agency. Plessey Singapore Private Ltd. Joseph F. H. Loo, Sales Mgr., Graphic Dept. (I, A, D), 31 New Industrial Rd., Singapore 19.

35552—SPAIN—Paper cutting machines (guillotines) automatic and electronically programmed. Adusa-Atlantis D. Unidas, S.A., Attn: Mr. Jaime Serra, Sales Mgr. (I, A, D), Calle Provenza, 236 Barcelona-11.

35552—ITALY—Bookbinding machines, including perforators, gluers, trimmers and stickers. Exclusive agency for Italy or at least Central Italy desired. Catalogs, c.i.f. quotations, export discounts also desired. Sottani S.P.A. (I, A, R), Via Raffaele Cadorna 5, 00187 Roma.

35552—SPAIN—Plates, paper and metal, for small offset presses using plate widths of 25.4 by 38.8 centimeters and 22.5 by 37 centimeters. Distributorship sought. Copiadux, S.A. Attn: Pedro Sanchez (I, A, D), Ave. Jose Antonio, 696 Barcelona-10.

35552—SPAIN—Silk screen printing machinery, equipment for printing electronic circuits. Distributorship sought. Especial idades y Procedimientos Serigraficos—EPSSA (I, D, M), Avda. Vilanova, 5 Barcelona-5.

35552 — TAIWAN — Press machine & platemaking equipment for screen printing, size 20 inch x 18 inch. Hangtai Trading Co. (I, Exporter), P.O. Box 31-85 Taipei.

35593 — SWITZERLAND — All kinds of plastics working machinery and equipment. Chemaplast Ag, Attn.: Mr. Brinkhoff, Mng. Dir. (I, A, D), P.O. Box 11, 8803 Ruschlikon.

35595 — SWITZERLAND — Chemical or electro-chemical cleaning equipment for cleaning glass molds in glassworks. Iepco Kloten, Faude Freres (I, M, D), Reutlenweg 15, CH-8302 Kloten.

35595 — SWITZERLAND — Chemical or electro-chemical cleaning works. Est. unit price $50,000. Seeks distributorship. Iepco Kloten, Faude Freres (I, M, D), Reutlenweg 15, Ch-8302 Kloten.

General industrial machinery

35642 — FRANCE — Gas cleaning systems. Seeks agency agreement with possibility of later manufacture under license. A.P.I.C.C. (A, M), 5, Rue Jean Brunet, 92270 Bois Colombes.

35642 — ISRAEL — Gas separators for air pollution control equipment. J. Levy (A, engineer), 21 Gordon St., Tel Aviv.

35642 — SPAIN — Air purification equipment and air washer. Distributorship sought. Instrumento Y Controles, S.A. (A, D, M), Avda. De Cataluna, 15-17 Tarragona.

35690 — BAHRAIN — Light machinery. Ali Abdulla Karime & Sons (I, A, contractor), P.O. Box 352, Manama; Attn.: Mr. A. A. Karime.

35690—GERMANY—Price labeling machines. Wishes exclusive sales rights for Germany, EFTA and EEC. Jansen-Werbung (A, D, Ret.), 12A Neue Weinsteige, 7000 Stuttgart 1.

35690 — HONG KONG — Packaging materials and machines. Would like to receive agency contract in time to participate in American fortnight, Oct. 14 through 28. Spicers International Ltd., Attn.: Mr. Langston, Mgr. (A, D), AIA Bldg., 1 Stubbs Road, 9/F.

35690 — SWITZERLAND — Metal, metal parts cleaning, finishing machinery. Washing, dip washing machines. Industrial steam cleaners, vapor degreasing, wet chemical processing machines. Sandblasting equipment; mainly interested in automatic (continuous flow) conveyor type equipment. M. Scherrer AG (I, D), Gallusstrasse 41, CH-9500 Wil Sg.

Office, computing, accounting machines

35741 — SWEDEN — Mini computers. Sveadiesel, AB (I, A, M), P.O. Box 3004, S171 03 Solna 3.

35790—GERMANY—Wishes to act as agent for U.S. mfrs. of post office cancelling machines. Marketing territory: Germany, EFTA and EEC. Wishes exclusive sales rights for these countries. Jansen-Werbung (A, D, Ret.), 12A, Neue Weinsteige, 7000 Stuttgart 1.

Service industry machines

35811—AUSTRIA—Photo automats for passport photos on vending machine basis. Has requests for machinery for Hungary. Mr. Karl Jakabfy (I, A, D), A-1180 Vienna, Teschnergasse 31.

35811 — NETHERLANDS — Automatic vending machines for coffee, tea, soft drinks, milk, cigarettes, etc. Exclusive representations requested for European Common Market countries; also interested in direct purchase. G. A. Van Duijnens Handelmij. B.V., Attn.: Mr. B. Bouw (I, A, D), P.O. Box 131, 54 Bloemendalerweg Weesp.

35860—HONG KONG—Pumps for oil. Seeks agency agreement. C. K. Choi, Chisonco International Ltd. (I, A, D), 604 Commercial House, 35 Queen's Rd. C.

35890 — SWITZERLAND — Industrial commercial, household waste compactors, shredders. Exclusive representation. Beling AG, Attn: Mr. D'Aujourd'Jui (I, A, consulting engineers), P.O. Box 59, Baselstrasse 22, 4125 Riehen.

35891 — FRANCE — Microwave ovens for restaurants and institutions. Capic (M, exporter), 18 Ave. St Denis. 29102 Quimper.

35891 — NETHERLANDS — Commercial and institutional cooking and food warming equipment, electric and non-electric, including coffee makers and urns, grills, broilers, etc. Exclusive representations requested for European Common Market countries. Also interested in direct purchase. G. A. Van Duijnens Handelmij. B.V., Attn.: B. Bouw (I, A, D), P.O. Box 131, 54 Bloemendalerweg, Weesp.

35891 — SOUTH AFRICA — Electrical accessory range for industrial application including heavy plugs and sockets for 500 to 6600 volts; limit switches; quid level controls, bin level controls. Arthur Trevor Williams (Pte.) Ltd Attn.: J. T. Williams (I, A, D), P.O. Box 2873, Johannesburg.

35892 — FRANCE — Grinding, crushing machinery for solid wastes. Seeks agency agreement with possibility of later manufacture under license. A.P.I.C.C. (A, M), 5, Rue Jean Brunet 92270 Bois Colombes.

35892—GERMANY—Industrial electric vacuum cleaners and sweepers. Hans Wilms Ohg (A, D), 407 Rheydt, Erftstr. 34.

Electric transmission, distribution equipment

36134 — SWEDEN — Fuses, UL-approved, preferred dim. 0 4 x 220mm. Elproman AB (I, A, M), Box 610 S-126 00 Hagersten.

Electrical industrial apparatus

36212 — BOTSWANA — Air cooled motor driven (diesel or gas) generators, 3-12 HP, 220 volts, 50 watts designed for lighting plants in rural areas. Fraser & Chalmers Equipment (Botswana) (A, D, wholesaler), P. O. Box 388, Francistown.

36231 — BAHRAIN — Industrial equipment, welding machinery. Mohammad Jalal Tradinla (I, A, D), P.O. Box 747, Manama; Attn.: Mr. N. Megchiani.

Household appliances

36300 — AUSTRALIA — Seeks additional lines in household electronic products, and appliances. Jacoby Mitchell & Co. Pty Ltd. (I, A, D), 215 N. Rocks Rd., N. Rocks, NSW. Telegrams: "Acob" Sydney; Telex: 21133. Attn.: W T. Spettigue.

36311 — SWITZERLAND — Household

microwave ovens, 220 volt 50 cycle AC. Requests offers from manufacturers only, seeks distributorship arrangement. Seprocom AG (I, A, D), Baarerstrasse 112, CH-6300 Zug.

36321 — SWITZERLAND — Attractively designed ice boxes, similar household items. Exclusive agency. Geiser Plus Co. AG, Geco, Attn: Mr. Coch (I, A, D), 4900 Langenthal.

36393—AUSTRALIA—Household trash compactors preferably suited to 220/240 volts 50 cycles per sec. and accessories. Kelvin J. Cranston (I), 54 McLean Parade, Ashgrove, Brisbane, Queensland 4060.

36393 — FRANCE — Waste compactors: household, commercial. Seeks agency agreement with possibility of later manufacture under license. A.P.I.C.C. (A, M), 5 Rue Jean Brunet 92270 Bois Colombes.

Electric lighting, wiring equipment

36422 — SWITZERLAND — High intensity diagnostic dental lamps, ceiling type. Requests offers from manufacturers only. Seprocom AG (I, A, D), Baarerstrasse 112, CH-6300 Zug.

36430 — CANADA — Proximity switches (magnetic switches) and Reed switches. Power Service Products—Contact: J. O'Brien, Pres. (A, D), 829 Kipling Ave., Toronto 18, Ontario.

36430 — SWEDEN — Push-button and rotary switches. I C sockets. Elproman AB (I, A, M), Box 610, S-126 00 Hagersten.

36430 — SWITZERLAND — Multiple (2 pole) vulcanized electric plugs in rubber or PVC. Exclusive agent. PMS Plannair AG, Attn.: Paul M. Scheidegger (I, A, D), Freiburgstrasse 396, 3018 Bern.

36443 — AUSTRALIA — Interested in importing tubular elements for stoves and heaters. Annual usage is 350,000. Vulcan Industries Ltd. (M, D), 125 Highbury Rd., Burwood, Victoria 3125.

Radio, television receiving sets

36512—IVORY COAST—CCIR system TV sets 14 in. to 16 in. screens, voltage 220 volts 50 cycle. Price f.o.b. New York about $80. Willing to sign contract for 5,000 sets per yr. Also seeks quotes on supply of color television sets (French system). Hi-Fi equipment, household appliances adapted to 220 volts 50 cycle or bi-voltage (110/220 volts). Mr. Rigoulot plans to visit U.S. in fall to follow up any contacts made. Sielor, Attn: Mr. Christian Rigoulot (I, D), Boite Postale 1847, Abidjan. Tel: 35-39-73. Cable address: Sielor-Abidjan.

36512 — PANAMA — Household T.V. receiving sets, both color and black and white. Seeks exclusive agency distribution arrangement. Productos Extranjeros Y Nacionales, S.A. (PENSA) (I, A, D), Box 8641, Panama 5, Francisco Alonso, Mgr.

Communication equipment

36612 — SWEDEN — High speed printers. Sveadiesel, AB (I, A, M), P.O. Box 3004, S171 03 Solna 3.

36620 — BAHRAIN — Telecommunication equipment telephone exchanges, broadcast equipment, television equipment, electronic test and medical equipment. Aeradio Technical Services Ltd. (I, A), P.O. Box 803, Manama; Attn.: Mr. J. MacDonald.

36620 — HONG KONG — Various marine radio equipment for ocean going vessels, such as radio transmission units, loran receiver, omega receiver, radio direction finder, etc. Honor Industrial Development Co. Ltd. (A, D, R), 227 Wai Yip Street, Kwun Tong, Kowloon.

36621 — AUSTRALIA — Seeks additional agency agreements in transmitter, transreceiver and supervisory control equipment lines. GEC Telecommiuncations Div. of The General Electric Co. of Australia Ltd. Attn.: Robert C. Westerman Mkt. Mgr.—Private Systems (R, M, I), 9 Bibby St., Chiswick NSW 2046.

36623 — AUSTRALIA — Radio transmitters and receivers used for automatic garage door openers. Safeline Electronic Products Pty. Ltd. Attn.: John Verey (R, M), 2B Myoora Rd., Terrey Hills, NSW 2084.

36626 — SWITZERLAND — Ultrasonic cleaning equipment for glass molds in glass-works. Seeks distributorship arrangement. Iepco Kloten, Faude Freres (I, D, M), Reutlenweg 15, CH-8302 Kloten.

Electronic components, accessories

36740—INDIA—Semiconductor devices used for micro wave communications, micro electronic products such as calculators, computers, for other industrial applications. Parsram & Co. (I, A), "Kailash Darshan", Kennedy Bridge, Nana Chowk, Bombay 400007.

36741 — JAPAN — Special purpose IC's, such as those used with timepieces, machine tools and industrial equipment (not interested in ordinary IC's for use with desk calculators, radios, TV's, and computers. Daiichi Trading Co., Ltd. Attn.: Mr. Taniguchi, Mgn. Dir. (I, D, exporter), 12-24 Higashi Nakano 1-Chome, Nakano-Ku, Tokyo.

36749—UNITED KINGDOM—Company markets high alumina ceramic substrates to semiconductor industry and is interested in handling complementary semiconductors, parts and materials. English Glass Co., Ltd. (M, D), Scudamore Rd., Leicester LE3 1UG.

Electrical machinery, equipment, supplies

36992 — BAHRAIN — Insulation materials for air conditioning ductwork and pipework. African & Eastern N.E. Ltd. (A, D), P.O. Box 49, Manama; Attn.: Mr. Genders.

Ship building, repairing

37320—BELGIUM—Boats: Motorboats, sailboats, rowboats, and canoes. General Garden Stores Sprl (I, A, D), 378 Kortrijkse Steenweg, 9000 Gent.

Surgical, medical, dental instruments

38420 — SWITZERLAND — Lead coated rubber gloves for protection against X-rays (for medical application). Vaudaux Bros., Attn: Mr. E. Vaudaux (I, A, D), Bachlettenstr. 8, 4054 Basel.

38423 — FRANCE — Personal industrial safety devices: helmets, including plastic helmets for firemen. France—Selection (I, D, Mail order), 9/13, Rue Du Department 75019 Paris.

Photographic equipment, supplies

38611—SWEDEN—Photographic equipment, supplies. Fokab Engros AB (I, A, D), Box 17096, S-104 62 Stockholm 17.

38617 — SPAIN — Sensitized paper for photocopy processes, electrostatic. Copiadux, S.A. Attn: Mr. Pedro Sanchez (I, A, D), Ave. Jose Antonio, 696 Barcelona-10.

Toys, amusement, sporting goods

39430 — SINGAPORE — Baby carriages. Interested in handling product on agency basis. May May Co. Pte. Ltd. Lee Shong Ming, Mgr. (R), 369 N. Bridge Rd., Singapore 7.

39493—BELGIUM—Sporting and athletic goods for home and garden use. General Garden Stores SPRL (I, A, D), 378 Kortrijkse Steenweg, 9000 Gent.

Costume jewelry, novelties, buttons, notions

39642—BELGIUM—Collar stiffeners and corners, collar stays, collar interlay stripes, stiffening material. Vami & Co. (M, I, A, D), Chaussee De Wemmel 258-260, 1090 Brussels.

Manufacturing industries

39933 — BELGIUM — Plastic hooks such as are used in men's shops to hang individual neckties, plastic displays for the sale of earrings, cuff links, etc. Vami & Co. (M, I, A, D), Chausse De Wemmel 258-260, 1090 Brussels.

39993 — GERMANY — Miscellaneous types of product (specialties) suitable for marketing in connection with World Soccer Championship (June 1974) in Germany and World Skiing Championship (January 1974) at St. Moritz, Switzerland). Company wishes to act as agent for American manufacturers. Jansen-Werbung (A, D, Ret.), 12 A Neu Weinsteige, 7000 Stuttgart.

Antique, secondhand stores

59310 — BANGLADESH — Secondhand clothing. Interested acting as sales and indent agent for responding tenders issued state-owned Trading Corp. of Bangladesh; does not represent any other firm for the product. Silver Jute & Jute Goods Co. (A), 68 Bangabandhu Ave. (1st Floor), Narayanganj.

Business services

73990 — GERMANY — Wishes to establish relations with American manufacturers and/or exporters of food and chemical products with view to providing packaging and distributing services on a contract basis in cases where final packaging in the U.S. is no longer economically desirable. LIQUIPACK Kontraktverpackung GmbH, 504 Bruehl, Kurfuerstenstr. 31-33.

Taiwan Firm Wants To Buy Steel From U.S. Company

The General Manager of the China National Metals and Minerals Import and Export Corp., People's Republic of China, is interested in obtaining detailed specifications and general information on the types of specialty and ordinary steels that U.S. companies have available for export. Forward all such information directly to: T'ien Kuang-T'ao, General Manager, China National Metals and Minerals Import and Export Corp., Erh Li Kou, Hsi Chiao, Peking. Fur further details contact Bert Planagan, U.S. Department of Commerce, Bureau of East-West Trade, DIBA-558, Washington, D.C. 20230.

Future Construction Abroad

JAMAICA — Surrey Construction Ltd. intends to build 50 three-bedroom **town houses** on a site two miles northwest of the Mona Campus of the University of the West Indies. Each house will have two fully equipped bathrooms and all bedrooms will be airconditioned. The developers are urgently seeking U.S. sources of supply for **300 toilet bowls, 100 bathtubs and 300 basins** for this and other projects planned for this year. Developers & Contractors: Surrey Construction Ltd., 7 Belmont Rd., Kingston 5, Phone 936-7126, Attn: Carlton DePass. Architects: Carl Chen & Associates, 3 Melmac Ave., Kingston 5, Phone: 926-4069.

CANADA — The Montreal Urban Community, 385 Sherbrooke St. East, Montreal, plans to call for tenders between now and October 1973 on Montreal's **subway extension**, which should be completed by early 1976. Tender documents prepared by the MUC are normally available in French only, tenders must be submitted in French, and the return period is generally limited to between 25 and 45 days. The first contract, valued at C$20 million, is for the signalling and automatic control system for the new subway lines. The second contract is for starting and braking systems which it is expected will be required equipment in the new subway cars. Two systems, one by Hitachi of Japan and the other by Jeumont-Schneider of France, have been undergoing tests in Montreal for several weeks. Tenders for some 250 starting and braking system units should be called in September. Each unit is valued at C$80,000, for a total contract value of some C$20 million. The third contract is for 405 subway cars, for which tenders should be called in October. The value of this contract will not be definitely established until a firm decision has been made whether to require that they be equipped with the starting and braking systems mentioned above.

MEXICO — Fundidora Monterrey, S.A., Adolfo Prieto al Ote, Apartado Postal 206, Monterrey, Mexico's third largest integrated steel producer, is still studying the bid proposals for its **$110 million expansion program.** This four-stage expansion program includes a BOF steel shop, an ore pelletizing plant, a reheating furnace for slabs and new rolling mill equipment. Financing has not yet been arranged, but Fundidora has obtained a letter of intent from the Eximbank to finance U.S. exports for the project. Decisions on the bids on the pelletizing plant and the BOF are expected within two months, with construction to begin shortly thereafter.

HONG KONG — Tenders have been invited for construction and operation of an **aerial cable car system**, the first of its kind in Hong Kong. Restaurants, shops and parking facilities will be constructed. Walter Williamson, General Manager of the Oceanarium, which is under construction, has announced that international tenders for a **cableway** consisting of 120 cabins, each holding eight people, would be offered soon. The overall cost of this project is estimated to be about U.S.$22 million. The 150-acre Ocean Park complex (whales, porpoises, sharks, birds) is expected to open in September 1975.

KOREA — The Central Federation of Fisheries Cooperatives will soon invite applications for prequalification from shipbuilders interested in submitting bids for **construction of eight 400 G/T skipjack pole line vessels and supply of 50 marine engines** of 150 to 300 HP. This will be part of a $13.3 million Asian Development Bank Loan for the Republic of Korea Fishery Development Project. Construction work will be awarded in eight contracts which will be placed with one or more bidders depending on evaluation of bids and in line with capacity ratings. The vessels will have a design based on oriental style of skipjack vessel. Prequalification documents may be obtained from M. Ahn, Kwang-Suk Administration, Office of Supply, Government of the Republic of Korea, 4-KA, Chong-ro, Chongro-ku, Seoul 110. Cable Address: OSROK, Seoul. Completed prequalification documents must be returned to OSROK within 60 days from date of announcement of bid invitation.

FRANCE — The construction of a **business center in the new city of Evry**, South-east of Paris is scheduled to be completed by September 1974. The center will include 100,000 square meters of **offices, restaurants, cafeterias, and underground car-parking areas.** The construction of **1,250 detached houses** and **7,000 apartments** is also under way and is to be completed by spring. Further information may be obtained by contacting: Mrs. Perrier, Director, JONQUA, S.A., 56, rue de Londres, 75008 Paris, (Tel.: 292-2448). While American construction firms not established in France may have difficulty participating in this project, American suppliers of building material, food service systems, air conditioning and refrigeration equipment, should be interested by a market of this size.

BRAZIL—Existing airport facilities obviously cannot accommodate large modern jets adequately. The **new Galeao airport**, which is designed to be Brazil's leading international gateway, is the first major step to eliminate this deficiency. Another modern airport is projected for the Sao Paulo area. The first stage of the new Galeao airport costing approx. $150 million, is expected to enter into service by June with one passenger terminal containing 19 gates, the control tower, one administration building, and miscellaneous support facilities. The second runway will probably not be ready until early 1975. Work on the second terminal and administration buildings will begin sometime in 1975. The entire airport may be completed about 1990. Interested U.S. firms may contact the government agency supervising Galeao's construction, Brigadier Jose Vicente Cabral Checchia, President, Comissao Coordenador do Projeto Aeroporto Internacional (CCPAI), Aeroporto do Galeao, 20.000 Rio de Janeiro, GB., or the Brazilian firm responsible for actual construction, General Eduardo Congro, Hidroservice, Rua Mexico, 11—S/202, 20.000 Rio de Janeiro, G.B.

TUNISIA—The Office des Ports Nationaux Tunisiens is studying plans to **expand Sfax and Gabes harbors.** The expansion plans will include one phase related to the temporary closing of Tripoli harbor. This phase will require purchase of trucks and light harbor equipment. Cost for the Gabes harbor alone reportedly will exceed $1 million and financing by the World Bank has been agreed to in principle. Additionally, the Kuwaiti Arab Development Bank is financing construction of fishing harbors at Chebba, Sfax and Gabes. The loan will be for $15 million. IDA has granted a $2 million credit for development of the fisheries industry; this will supposedly include purchase of 320 new boats which may be constructed locally.

HUNGARY—The Ministry of Telecommunications and Post has announced the planned construction of additional **interstate-type motorways.** The ambitious target is for 500 kilometers of motorway to be built between 1974 and 1985. One road, E-5, will extend from the Austrian frontier through Gyor, Budapest, Kecskemet and Szeged to the Yugoslav border (towards Subotica). Another, E-96, will extend from the Czech border (near Kosice) through Miskolc, Gyongyos, Hatvan, Budapest, Szekesfehervar, Zamardi and Balatonkeresztor to the Yugoslav border (destination Trieste). The new highways will be toll roads. U.S. construction equipment manufacturers and firms with foreign roadbuilding experience should contact: Public Road Investment Enterprise, Ministry of Transport and Communication, Budapest. The Ministry of Internal Trade, Budapest, will be responsible for service stations and parking areas.

MOZAMBIQUE — Work is to begin shortly on a new **ocean terminal** at Ponta Dobela, south of Lourenco Marques. To be completed by 1975 at a cost of U.S.$80 million, it will accommodate giant bulk cargo ships to 250,000 tons. A marine terminal, 1,600 meters offshore, is to be connected to the land by a jetty, ore conveyer belts, and pipes for petroleum. The terminal will have a depth of 27.5 meters at low water spring tides. Capacity will be 15 million metric tons of ore per year, with land storage for about 2 million tons. Automatic loading equipment will handle 10,000 tons per hour for iron ore, 7,000 tons per hour for phosphates, and 5,000 tons per hour for coal. The port will also handle import of petroleum. A community with the usual administrative, health, educational, recreational, and other facilities is also included in the plan. Development of the beaches and near-by lagoons is also being considered to attract tourists. Feasibility studies were made by Soros Associates, 575 Lexington Ave., New York, N.Y. 10022, a U.S. consulting engineering firm specializing in the design of bulk ports and offshore shipping terminals. Other foreign firms which have participated in aspects of the planning include the Compagnie Generale Geophysique and the Societe International des Travaux Sous-Marins (SITRAM).

THAILAND — A **five-year project to expand the Klongsarn Metropolis Hospital** will include a School of Medicine. The hospital expects an increase in patients once the Sathorn Bridge across the Chao Phya River, scheduled for 1976, is com-

pleted. Required are: airconditioners, X-ray 1000 MA, auto analyzer, brain surgical instruments, bone surgical instruments, laboratory equipment, X-ray image intensifier, general surgical instruments, and X-ray arcoscopes. Interested U.S. suppliers should submit catalogs with technical specifications to: Dr. Prasert Nuttakul M.D., Director of the Klongsarn Metropolis Hospital, Somdej Chaophya Rd., Bangkok Metropolis, Bangkok.

YUGOSLAVIA — Industrija Masina I Traktora (IMT) intends to expand its present production of 15,000 tractors per year to 35,000 by 1976. The expansion project includes **purchase of new production equipment and construction of new plants.** IMT has applied for an $18.5 million IBRD loan for purchase of foreign equipment. Equipment to be imported are: 29 front-operated semiautomatic lathes; 4 front-operated multi-spindle lathes; 10 front-operated semi-automatic lathes for bars; 24 semi-automatic copying lathes; 2 multi-spindle automatic lathes for bars; 9 single-spindle automatic lathes; 3 ban capstan lathes; 18 semi-automatic hobbing machines; 7 slotting machines; 4 semi-automatic gear shaving machines; 6 semi-automatic folding and bending machines; 6 vertical broaching machines; 1 special groove rolling machine; 3 thread rolling machines; 5 bevel gear hobbing machines; 2 bevel spiral gear hobbing machines; 6 multi-spindle and special drilling machines; 3 semi-automatic groove milling machines; 1 logitudinal grooves special milling machine; 1 double milling machine; 1 automatic grinding machine; 7 hole grinding machines; 5 centerless grinding machines; 3 plane-face grinding machines; 1 center-grinding machine; 1 lapping machine; 6 centering and facing machines; 13 cutting-off machines; 14 tool sharpening machines; 5 VF-indication hardening plants; 5 cementation pit furnaces; 2 automatic heat cementation hardening furnaces; 2 rotary hardening furnaces; 2 hardening presses; 2 sand blast machines; 1 surface protection treatment plant; mechanical internal transport system; 6 washing machines; 1 computer center; 1 used-water filtering plant; 2 compressors, and miscellaneous equipment includes a centrifuge; rod straightening machines; demagnetizing machine; welding equipment, assembly-line machinery, laboratory and control equipment. IMT will accept pre-bid applications until Sept. 23. Firms unable to meet this deadline may cable complete summaries until Oct. 1, 1973. Only firms judged fully-qualified will be invited to participate in bidding. Applications should include the following information: the item(s) to be bidded upon; previous experience in supplying similar equipment including time and place of installation; statement regarding plant and personnel capacity to satisfactorily supply the equipment; copy of most recent annual report on other statement of financial position; estimate of delivery date based on receipt of order between January and May 1974. (Shipping time should be computed separately.) Inquiries should be addressed to: Industrija Masina I Traktora-Beograde (IMT), Member of UMI-Beograd, M. Predragovic, Dipl. Ing., 11071 Beograd, Tosin Bunar 268, Yugoslavia.

VENEZUELA — Dr. Ricardo Martinex, Director General of Conzuplan (Planning and Coordination Office for the State of Zulia), Maracaibo, spoke of plans and projects under way to diversify the economy for the State of Zulia into such fields as coal, mechanical metals, chemicals, electronics, agriculture and livestock. Of immediate importance to the growth of the area is the establishment of the **petrochemical complex** of El Tablazo, based on the natural gas which occurs with production of crude petroleum, which until recently had been burnt off or otherwise wasted. At present the complex is producing only liquid ammonia but this product will soon be converted to urea. Currently under construction are plants for the separation of natural gas and the production of olefins (ethelene and propylene) which later will provide the basic material for a wide range of plastic industries. While the primary production of the petrochemical complex is owned or controlled by IVP, the state-owned Venezuelan Petrochemical Institute, there is great potential for foreign participation and supply of equipment for the secondary plastic industries.

KOREA — Hanil Development Co., Ltd. is planning to construct a **large building and repair shipyard** on the south coast at Chukdo. Total cost is estimated at about $100 million, of which $60-70 million will be needed for imported machinery and equipment. Interested U.S. design, consultant and construction engineering firms, shipyards, and equipment suppliers should contact Mr. C. S. Cho, Executive Vice President, Hanil Development Co., Ltd., COP Box 389, Seoul, with a copy of correspondence to the Manager, Hanjin International, Suite 400, 1813 Wilshire Blvd., Los Angeles, Calif. 90057.

JAMAICA — Prime Minister Michael Manly announced that construction of a **major oil refinery complex** will commence in January at Luana Point, in the southwestern end of Jamaica. The $350 million investment, subject of a feasibility study for almost a year, will be a joint venture between the Moratti Group (SARAS S.P.A. Raffinerie Sarde) of Milan, Italy and the Government of Jamaica. The oil refinery complex is expected to process 250,000 barrels of crude oil per day following completion in mid-1976. The Oil Refinery Unit of the Jamaica Industrial Development Corp., 4 Winchester Rd., Kingston 10, also involved in the planning stages, will coordinate the project. Interested U.S. suppliers wishing further details should write: Raffinerie Sarde S.P.A., Galleria de Cristoforis 8, 20122 Milan, Italy.

MALAYSIA — The Malaysian Government will allocate an additional M$70 million for **development projects of the Communications Ministry** following a revised study of the second Malaysia Plan. Originally M$300 million was set aside. Four new guidelines are set for the Telecommunications Department: To give top priority to the security and defense needs of the country; to provide services for efficient operation of government machinery; to provide required services for commerce and industry; to aim at a target of 25 percent penetration throughout Malaysia in the next 20 years. Efforts are being made to set up a satellite earth station in East Malaysia for linkage with the one at Kuantan, Pahang. Malaysia has established a 960-channel microwave system from Kuala Lumpur north to Bangkok and Chiengmai in Thailand. It is hoped to extend the VHF system to Laos, Cambodia and Vietnam.

BURMA — A list of World Bank plans for loans totalling $15 million for **improvement of the Burmese transportation system** is available from the U.S. Department of Commerce Trade Opportunities Section, BIC-267, Rm 1322, Washington, D.C. 20280. The loans, scheduled to be signed soon, now total $33 million, divided almost evenly between railways and the inland water transport system.

DOMINICAN REPUBLIC—The Dominican State Enterprises Corp. (CORDE) is planning to develop an **industrial complex** in Barahona, 125 miles southwest of Santo Domingo. A contract was signed between CORDE and a private local company for creation of a cement factory at an estimated cost ranging from $14 to $20 million. Studies now under way also include the following industries. A gypsum calcinating plant to manufacture panels, blocks and stucco for decorating buildings, at an approx. cost of U.S.$5.0 million. A French firm, Lambert Frères, of Paris, is completing the feasibility study. The plant will process 350 tons of gypsum per day. A caustic soda and chlorine plant at a cost of U.S.$3-4 million. Three studies have been made in the past; CORDE may adopt the one prepared by Pittsburgh Plate Glass Co. The plant will produce 50 tons per day of caustic soda and chlorine. From the production of chlorine and hydrogen produced by project above, CORDE plans to install a plant to manufacture PVC (poly-vinyl chloride), in high demand locally. This project is in its very early stages. Puerto Rican investors in conjunction with CORDE plan to move to the Dominican Republic a white cement plant already installed in Puerto Rico, where raw materials are in low supply. All projects will require financing. For additional information write to: Ing. Ferrer Lopez Guzman, Corporacion Dominicana de Empresas Estatales (CORDE), Av. A. Duverge, Santo Domingo.

UNITED ARAB EMIRATES — A U.S. firm, The Architects Consultative (TAC), 46 Brattle St., Cambridge, Mass. 02138, was selected by the Abu Dhabi Government to provide architectural, consulting, and supervisory services in connection with a **major hospital project,** estimated to cost $65 million. The project involves simulaneous design and construction of a 500-bed hospital in Abu Dhabi and a 250-bed facility at inland oasis of Al-Ain.

AUSTRALIA — The Gold Coast City Council has issued tenders for the first stage of a U.S.$17-19 million **project to pump sand back onto the wave-eroded beaches of Australia's leading beach resort, the Gold Coast.** The first stage requires the movement of about 3 million cubic yards of sand. Engineers connected with the planning report that they still have to decide on the shapes of some of the new sand dunes, and the sources of suitable sand for this beach-front build-

up remain to be pinned down. Most likely source of sand is the sea-bed off the beach-line. U.S. firms should contact the Gold Coast City Council, Nerang St., Southport, Queensland 4215, before tenders are officially called, for further developments.

PORTUGAL—A new **acrylic fibers plant** will be built at Barreiro, an industrial center south of Lisbon. The new plant, FISIPE—Fibras Sinteticas de Portugal, is a joint venture of CUF (Companhia Uniao Fabril), Portugal's largest industrial conglomerate, and the Japanese firm Mitsubishi. It will require an investment of $40 million and will be located near CUF's chemical and fertilizers plants at Barreiro. The site for FISIPE will have to be reclaimed from the Tagus river. CUF sources claim that the latest antipollution equipment will be installed in accordance with environmental control laws at present in force in Japan. CUF officials stated that they will purchase most of the power generation and complementary electrical equipment from the most competitive international sources. Interested U.S. suppliers of equipment for acrylic fibers plants should contact: CUF, 1 Travesse das Pedras Negras, P.O. Box 2065, Lisbon 2.

MOZAMBIQUE — The Mozambique Administration of Harbors & Railways is to contract for additional construction costs amounting to U.S.$1.9 million with the engineering and contracting firm of Construcoes Tecnicas, S.A.R.L., P.O. Box 1779, Lourenco Marques (head office at Praca do Municipio, 13-1°, Lisbon, Portugal) for **completion of two new wharves** at the port of Nacala in Mozambique. This brings total construction costs of the wharves to U.S.$9.3 million, including the originally estimated $7.4 million approved in May 1972. The additional wharves will be 408 meters long and 15 meters deep, 165 meters long and 7.5 meters deep. These wharves are to be completed by mid-1974 so that supplementary track laying and construction of warehouses can be accelerated to have the port in full operation by 1975.

URUGUAY — The Government of Uruguay has decided to construct the estimated U.S.$150 million, 400,000 KW **hydroelectric dam** to be built by 1977 at Paso Palmar. A recently established Government authority, Comision Mixta de Palmar (COMIPAL), Montevideo, is studying new bids for final technical specifications based on SOFRELEC's former studies made of the project in 1964 and 1968. COMIPAL officials announced late July that purchases of services and equipment for Palmar will be made in stages covering: 1) earthmoving, site development, concrete structures and facilities, to be handled by a local contractor, 2) electro-mechanical equipment such as turbines and generators, 3) spillway mechanical gear, 4) transformers, 5) control and allied substation equipment at Palmar and in Montevideo, 6) overhead bridge cranes, 7) high power tension transmission equipment, 8) general construction and operating consultation services. Technical specifications may be ready by March 1974 and after approval COMIPAL will issue tenders for stages 1 through 8 by mid 1974. Efforts will be made to obtain international financing for the project from either the IDB or IBRD.

INDONESIA — The Engineering Export Association of New Zealand (ENEX) is developing projects in the Indonesia area. ENEX has the go ahead for the development of a **city center complex at Surabaya.** This involves a $NZ20 million development to include a 200-room hotel, office and residential accommodations, shopping and recreational facilities. Development of the 22-acre Sinpang site is expected to take five to six years. Other work with which ENEX is involved is the final feasibility study for a $NZ70 million project to construct **140 factories on a military airfield** near the harbor at Surabaya. ENEX and what is described as the "business arm of the Indonesian Airforce" will work jointly on this scheme. U.S. companies interested may contact: B. C. Lumsden, Chief Executive, Engineering Export Association of New Zealand, P.O. Box 2585, Wellington.

AFGHANISTAN — The Government has announced its intention to establish a **television system** in Afghanistan, including a 10-megawatt station in the capital city of Kabul to be followed by smaller stations in provincial cities utilizing programming taped in Kabul. Primary interest is in used black and white equipment. Afghanistan's mountainous terrain will have a bearing on type of system selected. U.S. firms dealing in basic television equipment should investigate. Project is still in early stages of planning with financial considerations a major factor. The U.S. Embassy in Kabul is prepared to cooperate with and assist U.S. firms fully. For further information contact: His Excellency Mohammad Khalid Roashan, Deputy Minister, Ministry of Information and Culture, Royal Government of Afghanistan, Kabul, Afghanistan.

SOUTH AFRICA — There are plans for new **hospital construction and modernization** in Transvaal. Nine hospitals are now under construction or on the drawing boards and a total of U.S.$176 million has been set aside for expenditure on new hospital construction expansion and equipment for the April 1973-March 1975 period. Equipment to be purchased for the new hospitals includes electrocardiograph machines, incubators, mobile X-ray machines and anesthetic machines. Another U.S.$4.5 million has been budgeted for new equipment purchases for existing hospitals. Equipment required includes a new operating theater and intensive care units for Baragwaneth Hospital, and two new operating theaters for the present Johannesburg General Hospital. Notice of these tenders will be published in the weekly Province of Transvaal *Official Gazette.* This may be obtained from: Provincial Secretary, Private Bag X64, Pretoria. Annual subscription rate is U.S.$7.75. As published tenders have only a 4-week deadline, interested U.S. firms should have an agent or representative in the Republic acting in their behalf. Interested suppliers who are represented in the Republic may contact: Dr. G. Schepers or Mr. Westhazen, Hospital Services Dept., Transvaal Provincial Bldg., Block A, Pretoria, Transvaal.

PHILIPPINES — A consortium of 10 banks have agreed to make a 25 million Asian dollar loan to the Paper Industries Corp. of the Philippines to finance a **newspaper plant.** The loan manager is Asia Pacific Capital Corp., a Singapore-based merchant bank, with joint venture between FNCB and Fuji Bank. FNCB will provide 40 percent, the remainder will be shared by nine other banks including the Development Bank of Singapore. The Bank of America, Manufacturers Hanover Trust and Bankers Trust and Bankers Trust were U.S. banks participating.

KOREA — The Republic of Korea Government and IBRD signed a $43 million loan ($20 million from IDA and $23 million from IBRD) for **improvement of vocational training facilities** of the Ministry of Education (MOE), Sejong-ro, Chongro-ku, Seoul. The improvement of vocational training facilities is based on the feasibility study by the Dunwoody Institute. This project involves 85 different vocational schools in the fields of technical training, engineering, medical science, and teacher education. A MOE project team is now studying detailed designs with an IDA advisory group for construction, fixtures, and laboratory equipment. Designs are expected to be completed by the end of 1973. Bidding will then take place around the middle of 1974. Completion by the end of 1977 is scheduled.

CANADA — Texaco Canada Ltd., 1425 Mountain St., Montreal, will build a **95,000-barrel-a-day refinery** in Nanticoke, Walpole Township, Ontario, at $200 million estimated cost. The completion and operation is targeted for early 1976. The refinery will be near the Ontario hydro generating station and steel plant to be built by the Steel Co. of Canada Ltd., 3 Windermere Ave., Hamilton. These installations are expected to form the nucleus of a new industrial complex attracting secondary industries to the region.

FINLAND — The Swedish firm, ASEA-Atom, plans to construct a **660 MW BWR power plant** at Olkiluoto island, at Eurajoki, north of the city of Rauma, for the privately-owned Teollisuuden Voima Oy (TVO). ASEA will begin construction work early next year; completion scheduled for the fall of 1978. U.S. firms could participate in supply of some equipment through ASEA. ASEA-Atom office in Sweden is S-72183 Vesteras Sweden; ASEA-Atom office in Finland is Oy ASEA AB, SF 02610 Kilo, Finland. Also, although the second atomic plant by TVO is in early planning, it is obvious that Finland must augment its power needs through construction of atomic power plants in coming years. U.S. firms interested in participation should keep in close touch with TVO ocials. Teollisuuden Voima Oy, SF 02200 Niittykumpu, Finland.

JAMAICA — Construction of a **Technical Teacher Training Unit** at the College of Arts, Science & Technology has started and should be completed within a year. U.S. suppliers of woodworking, metalworking, and other workshop machinery suitable for skills training should contact the contractors named below as soon as possible. Developers: Ministry of Education, 5 South Race Course, Kingston 4, Phone: 922-1400. Architects: Shearer and Morrison, 175 Mountain View Ave., Kingston 6, Phone: 937-9578. Contractors: Abraham, Henriques & Joy Ltd., 17 Arnold Rd., Kingston 5, Phone: 932-0180.

SPAIN — Spain's largest automobile manufacturer, SEAT (Sociedad Espanola de Automoviles de Turismo, S.A.) has announced plans to build **a new plant in Zaragoza and a research/manufacturing complex near Barcelona.** It has not yet been decided what models will be produced or what equipment will be required, but SEAT expects to invest a total of $293.4 million. Planning will probably be completed by the end of 1973, bids for equipment solicited in February or March, and construction started late in 1974. Planning for the Zaragoza plant is being directed by Sr. Joaquin Ros Ruiz, Director de Desarrollos Industriales, SEAT, Factoria de Barcelona, Apartado de Correos 740, Barcelona (4), Zona Franca. The complex in Martorell, near Barcelona, will include a research and testing center, and facilities for manufacturing, stocking and distribution of spare parts. The firm intends to develop its own technology and, eventually, an automobile of Spanish design. Equipment for the spare parts plant will be mostly machinery now in SEAT's Zona Franca plant but the facilities will also include an ultra-modern, computerized warehouse. Design and equipment purchases for the spare parts warehouse is being carried out at SEAT headquarters under the direction of Sr. Vicente F. Urrutia, Director Adjunto de la Direccion General, SEAT, S.A., Av. Generalisimo, 148, Madrid (16).

JAMAICA — Construction of **44 town houses and 36 apartment units** by Anchor Properties Ltd. is now to get under way. Financing of the project is being provided by an $825,000 loan from Adela Investments Co. S.A. of Panama. The first phase of the development will be the construction of the 44 town houses, to be known as Kingsgate Town Houses, and is expected to be finished in ten months. The apartment blocks are due to start immediately after the first phase is completed. Each of the town houses will be priced at $66,000. Developers: Anchor Properties (Jamaica) Ltd., 18 Hope Road, Kingston 10, (Tel.: 926-8251), Architects: Design Collaborative Ltd., 3 Dumfries Rd., Kingston 10, (Tel.: 926-4288); Contractors: Chess Construction Ltd. (Phillip Gore), 31 Upper Waterloo Rd., Kingston 10, (Tel.: 926-8691).

KOREA — An $80 million World Bank loan will cover the foreign exchange costs for the **development or modernization of the ports of Busan (Pusan) and Mukho.** The Ministry of Transportation has established a Busan Port Authority, with Jung-Hak Kim as Director, at 46, 1-ka, Daechang-dong, Tong-ku, Busan 630-10. *Busan*—will include construction of a new pier of 315,000 sq. meters for container and grain cargoes and expansion of the existing No. 7 pier to 110,000 sq. meter for coal and scrap iron. An international ferry passenger terminal as well as domestic coastal ferry terminal will be also constructed. This project also calls for dredging of 8.4 million cubic meters in the harbor and importation of cargo handling equipment. Besides the $80 million in World Bank funds, Korea will invest about $50 million of domestic funds. *Mukho*—expansion of the existing coal handling pier so that when completed, one 6,000 d.w.t. vessel or two 1,000 d.w.t. vessels can come alongside at the same time. The loan will also finance the purchase of two reclaimers to pick up coal from the dock and transport it to the pier through a conveyer system for loading on vessels. One of the reclaimers will be of 600 m.t. per hour capacity, and another will be of 300 m.t. per hour capacity. Three unloaders of 300 m.t. per hour capacity will be imported. Korea is also seeking an additional loan of $40 million from the Japanese Overseas Economic Cooperation Fund to help expand port capacity from 2 million tons a year to 7.5 million tons a year by 1980, principally for the handling of cement. Finally, the World Bank loan will also finance a survey by a consultant engineering firm to determine which of the remaining Class One ports should be developed. Interested U.S. firms should write direct to: Minister Shin Kim, Ministry of Transportation, Seoul, Attn: Chong-Sul Yoon, Chief, Ports Promotion Section.

KOREA — The $80 million IBRD loan for the development of Busan and Mukho ports will also finance a survey by a consultant engineering firm to determine which of the remaining class one **ports** should be developed. These major ports are Changhang, Kunsan, Mokpo, Yosu, Samchonpo, Chinhae, Biin, Cheju, Ulsan, Pohang, Samchok, Masan, and Sokcho. Interested U.S. firms may write: Mr. WEI Sung Yong, Chief, First Loan Division, Economic Planning Board, Seoul, with a copy to the U.S. Embassy, Commercial Counselor, 82 Sejong-Ro, APO San Francisco 96301.

PARAGUAY — There are three major hydroelectric projects proposed on the Parana River from Saltos del Guaira on the Paraguay-Brazil border to Paso de la Patria at the confluence of the Parana and Paraguay Rivers between Paraguay and Argentina—Itaipu, Yacyreta-Apipe (both already published) and Corpus. The **Corpus project** will be roughly mid-way between Yacyreta and Itaipu. Two heights have been suggested, 130 meters and 105 meters. The 130-meter level would back up a reservoir which would flood the major tourist attraction of Foz de Iguazu and much of Paraguay's Acaray hydroelectric complex, the only one wholly on Paraguayan soil. It would also flood an extensive tract of Brazilian territory, including parts of the city of Foz de Iguazu, and would cover the lower 23 meters of the proposed Itaipu high dam. At the 130 meter level Corpus would have a capacity of about 6 million kws. At the 105 meter level, Corpus can be built without harming Itaipu, Acaray or Foz de Iguazu and with only minor inundation of Brazilian territory. Generating capacity would be about four million kw.

JAMAICA—Chisholm and Company Developments Ltd. has announced plans to construct a **beach cottage colony.** The project, to be known as the Rio Bueno Beach Cottage Colony, will be located about one mile west of the Jamaica Playboy Club on the north coast. U.S.$3.3 million has been earmarked to be spent over a three-year period. The developers are to construct 30 four-bedroom houses in the first phase and a further 30 units when additional funds are available. Each unit will have four bathrooms and its own swimming pool. Space has been reserved for a shopping center. U.S. suppliers of plate glass for sliding doors and swimming pool equipment are welcome to submit bids. Developers: Chisholm & Company Developments Ltd., 4 Caledonia Crescent, Kingston 5, Phone: 936-6332.

YUGOSLAVIA—The Ibar-Lepanac **Water Development and Hydroelectric Power Project** planned for Kosovo Province will cost an estimated $93 million. The World Bank has approved a $45 million loan for the project. Hydrosystem Ibar-Lepanac, a firm established by the government to supervise the project, has announced the opening of three large international bids. Suppliers may submit offers on one, two or all three bids. **Bid Number 1—Hydromechanic Equipment:** Complete hydromechanical equipment (sluices, locks, etc.) for the Gazivode and Prodvorica Dams; complete hydromechanical equipment (propelling conduits, locks, etc.) for two pumping stations; complete hydromechanical equipment (pipeline, locks, etc.) for the Gazivode Hydroelectric Plant. Deadline for submission of bids is Oct. 22. **Bid Number 2—Turbines:** Two 18 MW frances turbines with equipment for the Gazivode Hydroelectric Plants. Deadline for submission of bids is Oct. 23. **Bid Number 3—Pumping Plants:** Three 720 KW pumping plants with equipment for the Besinje and Hamidija Pumping Stations. Deadline for submission of bids is Oct. 24. The above tenders are available for $50 each (nonreturnable) from: Kidrosistem Ibar Lepanac, Ulica Marsala Tita B.B., 38000 Pristina, Yugoslavia. Checks should be made payable to Ibar-Lepanac Account Number 684-620/5-32000, Banka Kosova, Pristina.

JAMAICA — A. G. Lowe plans a **small townhouse scheme** to be known as Green View Villas, in the Ironshore area outside Montego Bay overlooking Ironshore golf course. Construction of 34 three-bedroom town houses and 33 studio apartments is expected to commence in September 1973. The development will include a swimming pool and badminton court. No contractor has yet been named. U.S. firms should write to: A. G. Lowe & Associates, 111½ Old Hope Rd., Kingston 6. Phone: 937-7953.

INDIA — A preliminary press advertisement by the Bombay Municipal Corp. (BMC) regarding its plans to purchase, through international bidding, equipment and materials for its **water supply and sewerage projects** is available from the U.S. Department of Commerce, Trade Opportunities Section, BIC-267, Rm. 1322, Washington, D.C. 20230. The International Development Association has sanctioned a loan in various currencies equivalent to $55 million for this project.

Kenya Invites Bids For Lab Teaching Equipment

Kenya's Ministry of Education invites bids for soil science-teaching laboratory equipment. Tender No. EDU/IDA/23, bid deadline Nov. 5. Tenderers may bid for all or any of the items. Equipment will be purchased through credit received from the I.D.A. Tender documents available from the Project Director, I.D.A. Project, Ministry of Education, P.O. Box 48823 Nairobi, Kenya.

When tenders are received from Kenya they will be available on a 5-day loan basis from the Science and Electronics Division BCABP-466, Room 1128, U.S. Department of Commerce, Washington, D.C. 20230 (202-967-2939).

New Publications

When ordering any publications, indicate title and series designation, if indicated, and make checks or money orders payable to the Superintendent of Documents. Orders should be sent to the U.S. Department of Commerce, Washington, D.C. 20230, or to any of its district offices.

OFFICE OF THE SECRETARY

OFFICE OF MINORITY BUSINESS ENTERPRISE

Directory of minority media. June 1973. 100pp. At GPO Bookstores $1; by domestic mail, $1.25. This directory of minority media was prepared by the Office of Minority Business Enterprise to provide established and potential advertisers with additional tool to broaden their advertising campaigns.

DOMESTIC & INTERNATIONAL BUSINESS

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Export Market Digest

Computers and Related Equipment

Denmark (EMD 73-141). 8pp. 25¢.
Switzerland (EMD 73-143). 8pp. 25¢.
Israel (EMD 73-144). 8pp. 25¢.
Venezuela (EMD 73-145). 8pp. 25¢.

SOCIAL AND ECONOMIC STATISTICS ADMINISTRATION

BUREAU OF ECONOMIC ANALYSIS

Business conditions digest. Series ES1, No. 73-7. Annual subscription, including supplements, $33 (add $8.25 for foreign mailing). Single copy $3.25. This monthly report brings together many of the economic time series found most useful by business analysts and forecasters.

Survey of current business. Vol. 53, No. 7. Annual subscription, including weekly statistical supplement, $20 (add $5 for foreign mailing). Single copy $2.25.

BUREAU OF THE CENSUS

County Business Patterns 1972

California (CBP-72-6). 184pp. $2.75.
District of Columbia (CBP-72-10). 24pp. 65¢.
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Georgia (CBP-72-12) 152pp. $2.30.
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Rhode Island (CBP-72-41). 40pp. $1.
South Carolina (CBP-72-42). 92pp. $1.65.
Virginia (CBP-72-48). 148pp. $2.25.
Wisconsin (CBP-72-51). 124pp. $2.

Agriculure

1969 Census of Agriculture

Crops, nursery and greenhouse products, forest products. Vol. II, chapter 6. 136pp. At GPO Bookstores, $1.75; by domestic mail, $2.10.

Value of products, economic class, contracts. Vol. II, chapter 7. 112pp. At GPO Bookstores, $1; by domestic mail, $1.25.

Type of farm. Vol. II, chapter 8. 292pp. At GPO Bookstores, $2.75; by domestic mail, $3.20.

Irrigation and drainage on farms. Vol. II, chapter 9. 110pp. At GPO Bookstores, $1; by domestic mail, $1.25.

Construction and Housing

Value of new construction put in place: June 1973 (C30-73-6). 36pp. Annual subscription (incl. monthly and annual supplement) $5.50 (add $1.50 for foreign mailing). Single copy (monthly) 55¢.

Housing authorized by building permits and public contracts: 1972 (C40-72-13). 392pp. Annual subscription $17.50 (add $4.50 for foreign mailing). Single copy (monthly) $1.25. Single copy (annual) $4.50.

Housing vacancies (Series: H-111, 73-2). 18pp. Annual subscription (Series: H-111, and H-121 combined) $3.50 (add $1 for foreign mailing). Single copy 40¢. Vacant housing units in the United States, second quarter 1973.

Distribution and Services

Monthly department store sales in selected areas: June 1973 (BD-73-6). 12pp. Annual subscription $1. Single copy 10¢.

Canned food—stocks, pack shipments: June 1, 1973 (B1-73-4). 4pp. Annual subscription (5 issues) $1. Single copy 25¢.

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Weekly retail sales. Estimated sales of U.S. retail stores for week ending August 4 (CE-73-230). 2pp. 15¢.

Weekly retail sales. Estimated sales of U.S. retail stores for week ending August 11 (CB-73-242). 2pp. 15¢.

Foreign Trade

Imports—commodity by country: May 1973 (FT 135-73-5). 224pp. Annual subscription $46 (add $11.50 for foreign mailing). Single copy $4.

Exports—commodity by country: May 1973 (FT 410-73-5). 490pp. Annual subscription $72.50 (add $18.25 for foreign mailing). Single copy $6.25.

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Waterborne exports and general imports: April 1973 (FT 985-73-4). 20pp. Annual subscription (FT 900, 975, 985, and 986 combined) $3. Single copy 10¢.

Exports—commodity groupings by world area: annual 1972 (FT 450-72). 400pp. At GPO Bookstores, $3.25; by domestic mail, $3.70. Revised through December 1972 statistics.

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City employment in 1972 (GE 72, No. 2). 20pp. 50¢.

Construction expenditure of State and local governments: April-June 1973 (GC 73, No. 2). 4pp. 25¢.

Annual survey of manufactures: 1971—book value of fixed assets and rental payments for buildings and equipment (M71(AS)-7). 28pp. 25¢.

Current Industrial Reports

Salad dressing, mayonnaise, and related products: 1972 (Series: MA-20F(72)-1). 4pp. 25¢.

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1972 Census of Manufactures

Numerical list of manufactured products (new (1972) SIC basis) (M172-1.2). 342pp. At GPO Bookstores, $3; by domestic mail $3.45.

Population

Current Population Reports issued in series P-20, P-23, P-25, P-26, P-27, P-28 (summaries only) P-60 and P-65 are sold as a single consolidated subscription at $14 per year ($3.50 more for foreign mailing).

Persons in engineering, scientific, and technical occupations: 1970 and 1972 (Series: P-23, No. 45). 30pp. 55¢.

Estimates of the population of the United States to June 1, 1973 (Series: P-25, No. 503) 2pp. 15¢.

Federal-State Cooperative Program for Population Estimates

Estimates of the population of Missouri counties: July 1, 1971 and July 1, 1972 (Series: P-26, No. 45). 6pp. 25¢.

Estimates of the population of Florida counties: July 1, 1971 and July 1, 1972 (Series: P-26, No. 46). 4pp. 25¢.

Household money income in 1972 and selected social and economic characteristics of households (Series: P-60, No. 89). 30pp. $1.

1970 Census of Population

Patterns of commuting in large metropolitan areas: 1970 (PC(S1)-45). 4pp. At GPO Bookstores, 10¢; by domestic mail, 20¢.

Lifetime and recent migration by educational attainment for the United States: 1970 (PC(S1)-46). 12pp. At GPO Bookstores, 15¢; by domestic mail 25¢.

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Social and economic characteristics by detailed industry for the United States:

1970 (PC(S1)-49). 12pp. At GPO Bookstores, 15¢; by domestic mail, 25¢.

Subject Reports

Persons of Spanish origin (PC(2)-1C). 234pp. At GPO Bookstores $2.50, by domestic mail $2.85.

Persons of Spanish surname (PC(2)-1D). 153pp. At GPO Bookstores $2, by domestic mail $2.35.

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Occupation and residence in 1965 (PC (2)-7E). 152pp. At GPO Bookstores $1.75, by domestic mail $2.10.

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Monthly weather review. Vol. 101, No. 4. Annual subscription $19 (add $4.75 for foreign mailing). Single copy $1.75.

NOAA, Vol. 3, No. 3. Annual subscription $5.50 (add $1.50 for foreign mailing). Single copy $1.50.

NATIONAL BUREAU OF STANDARDS

Reactivity of the hydroxyl radical in aqueous solutions (NSRDS-NBS 46). 72pp. At GPO Bookstores, 65¢; by domestic mail, 90¢. The reaction rate data of the hydroxyl radical aqueous solution are compiled and evaluated in this critical review. The values are reported in a series of tables covering addition, hydrogen abstraction, inorganic electron transfer and radical reactions.

Mathematical sciences. Vol. 77B, Nos. 1 & 2. Annual subscription $9 (add $2.25 for foreign mailing). Single copy $2.25. Contents in this issue include: Some hamiltonian results in powers of graphs; on a functional equation; matroid designs; extrapolation techniques related to transcendence proofs; a catalog of minimal blocks; on the eigenvalues of A + B and AB.

Technical news bulletin. Vol. 57, No. 7. Annual subscription $6.50 (add $1.75 for foreign mailing). Single copy 65¢. Contents in this issue include: NBS uses laser to detect free radicals; ASTM/NBS symposium on Spreading Resistance Measurements; initiation of Government-wide compiler testing for COBOL; Bureau studies VHF antenna performance under snow conditions; new technology incentives program launched; top innovators meet to discuss causes and remedies; accident analysts: NBS failure sleuths pick up pieces; and more.

The creative partnership: Government and the Professional Services (Spec. Publ. 383). 142pp. $2.10. These proceedings are written for the 4th Users-Producers Conference held at NBS on Jan. 23, 1973. The Conference was designed to highlight the problems and advantages in our present procurement system when Government utilizes the services of professional and Professions Service firms; and more.

Technical options for energy conservation in buildings (Tech. Note 789). 184pp. At GPO Bookstores, $2; by domestic mail, $2.35. The purpose of this report is to provide reference material on the technical options for energy conservation in buildings. This report describes actions pertinent to existing buildings.

Dose calibrator pilot study (Tech. Note 791). 7 pages. 30¢. The work described herein was done at the suggestion of NSI subcommittee N44-3, Nuclear Medicine, because of the widespread use of dose calibrators in the essay of radiopharmaceuticals in clinical nuclear medicine laboratories. Results of measurements of six sources in dose calibrators used in nuclear medicine facilities at eight hospitals in the Washington metropolitan area are given.

NATIONAL TECHNICAL INFORMATION SERVICE

Order the following reports on Government-sponsored research from: National Technical Information Service, 5285 Port Royal Road, Springfield, Virginia 22151. Make check or money order payable to National Technical Information Service. Price for each document is $3 (microfiche 95¢) unless otherwise specified.

Research and development in topographic mapping (PB-221 469). Office of Research and Technical Standards, U.S. Geological Survey, Washington, D.C., April 1973, paper copy $4.50, 72pp. Summarizes R&D projects concerning fields of cartography, field surveys, photogrammetry, orthophotomapping, and space technology. Articles by Division personnel prepared for presentation at meetings and conferences or for publication in professional journals and the Manual of Topographic Instructions are listed.

The following reports concerning current regulatory controls affecting supply regulatory controls affecting supply and distribution of low-sulfur fuel oil, possible changes in the regulatory picture, and alternate regulatory strategies which could bring about increased supplies are available:

An analysis of the regulatory aspects of fuel oil supply (PB-221 404). Foster Associates, Inc., Washington, D.C., June 1973, paper copy $5.45, 127pp.
Same title **abridged report** (PB-221 403). Paper copy $4.50, 65pp.

Reference energy systems and resource data for use in the assessment of energy technologies (PB-221 422). Associated Universities, Inc., Upton, N.Y., April 1972, paper copy $6, 167pp. Presents a reference set of data related to the energy system and a framework for carrying out the assessment. Report projects demand for energy in 27 end use categories and gives summaries of energy resources and first-order environmental impacts of energy use.

Technical reports of the National Highway Traffic Safety Administration: a bibliography. 1967-1972 (PB-221 306). National Highway Traffic Safety Administration, Washington, D.C., paper copy $9, 365pp.

The fate of oil spilt at sea (AD-763 042). Defense Research Information Centre, Orpington, England, 1973, paper copy $4.50, 61pp. Studies effects of natural forces such as wind wave motion currents temperature and other physical, chemical, and biological factors on movement, dispersal, and destruction of treated and untreated oil at sea and in the inter-tidal zone.

Microcircuit device environmental data (AD-761 951). Reliability Analysis Center, Griffiss AFB, N.Y., April 1973, paper copy $50 (microfiche $50), 266pp. Contains environmental test results organized and presented by device manufacturer and part numbers. Report provides, for entry, a description of the device function, technology, package type screen level and manufacturing data (date code), in addition to the applied environmental conditions.

Bibliography of audiotapes and tape-slide programs applicable to undergraduate programs available to undergraduate medical education (PB-220 217). George Washington University, Washington, D.C. Paper, $5.45. 115pp.

Analysis of Airport Solid Wastes and Collection Systems: San Francisco International Airport (PB-219 372). San Francisco City and County Airports Commission. 149pp. Paper, $5.45. Describes two collection systems of potential economic benefit to the airport complex that were selected from various alternatives.

Airports and Their Environment: A Guide to Environmental Planning (PB-219 957). CLM/Systems, Cambridge, Mass. 524pp. Paper, $12.50. Contains major chapters on environmental planning process; aircraft noise; impact on land use; air pollution; water pollution; hydrologic impacts; and ecological impacts.

Cadmium in Water: A Bibliography (PB-218 829). Office of Water Resources Research, Wash. 238pp. Paper, $6.75. Includes 148 abstracts on Cadmium pollution. Another of a series of planned bibliographies in water resources from the information base comprising Selected Water Resources Abstracts.

Toward a new Federal policy for technology: the outline emerges (N73-13987). George Washington University, Washington, D.C., paper copy $3.75, 32pp. Traces development of a new Federal policy for support and use of technology, analyzing premises underlying the policy and forecasting likely future developments. Report includes the first Presidential message on science and technology.

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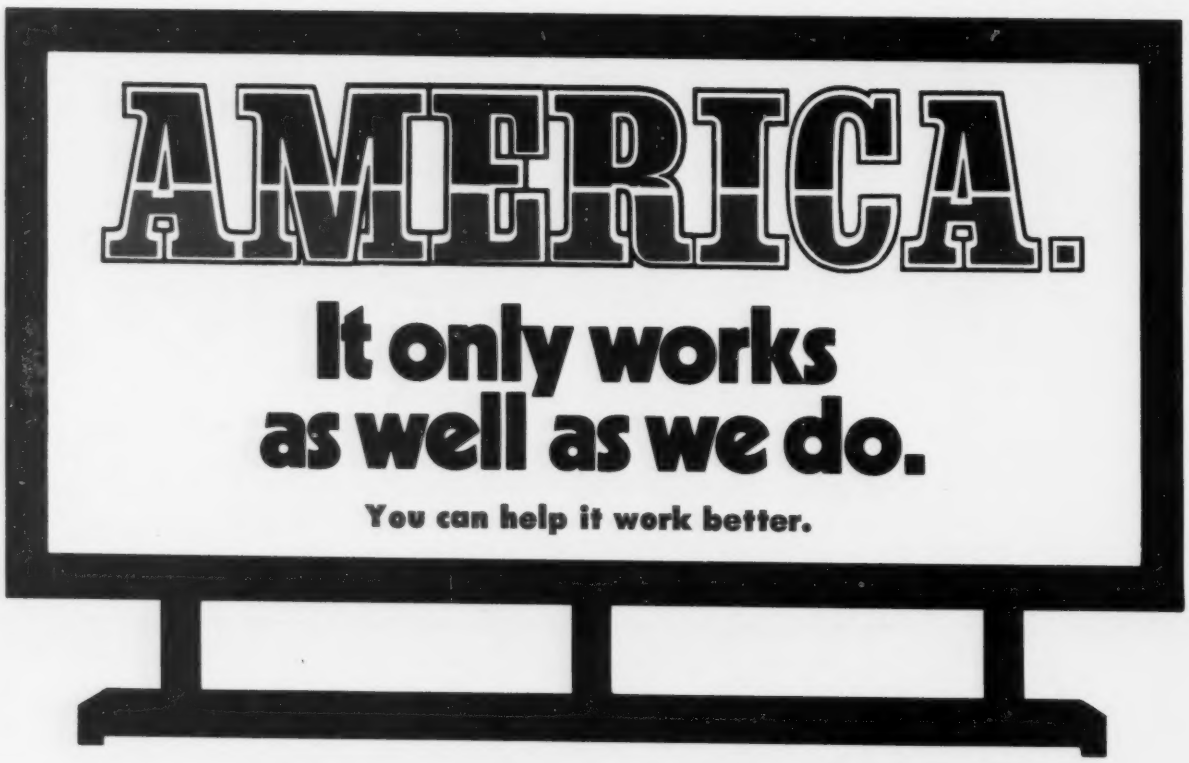
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